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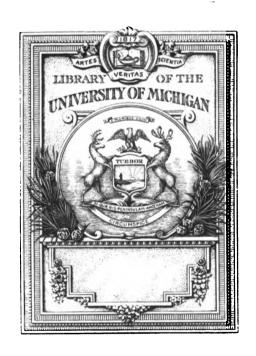
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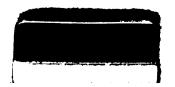
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# The Spatula







Hn Illustrated Monthly Publication for Druggists.

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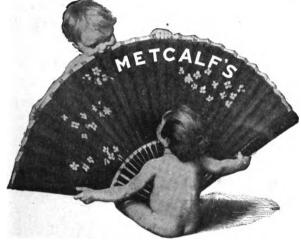
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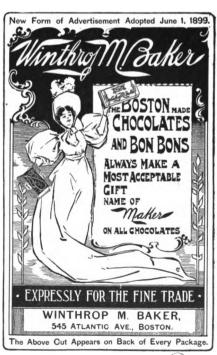
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# THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. VI

Boston, October, 1899

No. 1

# The Spatula

An illustrated magazine devoted to the business and professional interests of druggists.

THE SPATULA PUBLISHING CO., Editors and Publishers.
PROFESSOR W. L. SCOVILLE, . . Pharmaceutical Editor.

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Let Duplicates of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

# Now.



Now is the time to make up your mind that you are going to do a bigger business next year than you ever did before in your life. The country was never more prosper-

ous than it is now, and if you are not getting your share of trade it is not the fault of the times, but something else is radically wrong. Perhaps you are in the wrong location. If so, it will be money in your pocket to pull up stakes and go somewhere else. Other things equal, there is no reason why every wide-awake, up-to-date druggist should not be reaping his share of the prosperity that has fallen all over the land like sunshine after a storm.

# H New Use for Magnesia.

A shrewd English inventor has patented a new scheme for making statuettes and other objects easily.

Powdered calcined magnesite (magnesia) is mixed with water to form a plastic material. As is well known by pharmacists, magnesia has the property of absorbing as much as fifteen per cent. of its weight of water, forming a jelly. With small proportions of water it sets to a hard mass. After being moistened the mass is pressed into the required shape and then placed in carbonic acid gas, which being absorbed, converts the magnesia into solid magnesium carbonate. The statuette thus made is to all purposes a true stone, but made without carving. Why didn't some pharmacist think of this?

# habits.

If the young man aspires to be master of himself and his vocation, he must be careful of his habits. We're not preaching now about moral habits, or habits of living, but we refer to the habits formed in doing or neglecting duties. The way that a man does common things soon becomes a habit with him, and whether this way is the best or not makes a considerable difference. Habitual methods of work mean much to a man in business.

Many a druggist is chafing over work which, had he accustomed himself to the best way of accomplishing it at the beginning, would now be a natural and an easy task. Young men just starting in a career, will do well to remember that, while they may be drawing a salary for work performed for another, there is a sense in which they are working for themselves alone.

# Do You Know Anything?

Many a flower is born to bloom unseen, and many a cute trick is born to live and die within the four walls of a We are surprised at single store. times, in talking with druggists to learn of shrewd schemes and bright aids in the daily routine, that have become commonplace to the originators, but would be welcomed by other druggists as first-rate points. not swap ideas? 'Tisn't necessary to write a long article to state a point. The Spatula would rather receive a practical letter, or a short or long article or an unadorned statement of good points than to get your dollar for a year's subscription. few minutes and then write us about your tricks in dispensing, compounding, window or show-case dressing, soda-serving, book-keeping or anything. Please don't forget it. Those who help others help themselves.

# The Meetings.

It is much to be regretted, but we believe it is nevertheless a fact, that the various pharmaceutical meetings that have been held this season have, as a rule, been marked by at least a lack of enthusiasm, and in many cases by an actual falling off in attendance and interest. This, as we have before remarked, is a bad symptom, and one that should be immediately recognized as being decidedly serious. Old methods seem no longer to produce their former results. Is it not time to try some new methods? There can be no

question about the value of such associations if they have the active interest of the great body of pharmacists. Is there anything more important to be done first of all than securing this interest? It is certainly not an impossible task. A like work is done successfully in other trades and professions.

# Professional Questions.

Probably the most prominent questions concerning the revision of the Pharmacopæia next May, will be the introduction of doses and the extension of assay processes. Concerning the first, pharmacists are almost a unit and the medical profession is inclined to favor. But about the second there is a general apathy, particularly among the pharmacists and physicians at large. Probably there is a feeling that the present assay methods are beyond the general pharmacist, and any increase along that line will be inoperative any way. So long as such processes are not compulsory the pharmacists are indifferent. while ideal standards are desirable in the Pharmacopæia and we want, as pharmacists, a professional standing in that work, it is not wise to introduce too many inoperative methods into it, even though they appeal to our pride as professional men.

# Get them In.

Why is it that a store on Broadway, New York, is worth more than anywhere else? It is because it is where more purchasing people are than are anywhere else. A store near a railway station in a big city is worth twenty on a back street. The more people the more trade. It also follows, the more people you get into your store the more you will sell. Everybody will not make a purchase, but many will buy something who, if they had not come in, would have bought nothing. It is, therefore, a good idea to get as many people into your store as possible. It makes many a druggist mad



REST.

to sell nothing but a postage stamp,—but the fact that a person has come into his store even on that errand is worth to him a great deal more than the cost of his trouble. This is a subject of which, in what we have said, we have only mentioned the text. We will let the reader think out the sermon for himself.

# Methods vs. Drocesses.

Many pharmacists, in failing to distinguish between methods and processes, are disappointed in trying formulas which they find and which appeal to their judgment. A method is much more than a formula or a process. It involves a policy, in quality, in care in manipulations, and in accuracy of adjustment. Thus a formula which, in the hands of a pharmacist who employs high-grade methods, gives excellent satisfaction, may in the hands of one who regards only the cost of materials and ease of compounding, prove very disappointing.

Methods involve a business policy, and business men are, many of them, making their successes mainly on that question. But we should like to remind our querists that in all formulas there is a question of method and policy as well as a process, which needs attention. That is one of the circumstances which make the answering of queries satisfactorily so difficult.

# Synthetic flavors.

During the past few years synthetic oils have been on trial as substitutes

for the natural products. Methyl salicylate, as a substitute for oil of wintergreen was one of the first, and for a time it seemed to be fully the equal of the natural oil, and was even preferred to it. Of late, however, a reaction has set in, and the natural oil is in greater demand. The methyl salicylate has been found deficient in delicacy and roundness of flavor, and much more prone to change on keeping, than the It is, therefore, being natural oil. dropped for the better grades of goods. On the other hand vanillin has generally gained in favor though its thinness of flavor is recognized. To obviate this, it is combined with conmarin or better with vanilla bean, and by many is then preferred to a pure bean flavor.

Probably we shall find that synthetic flavors can in no instance wholly replace nature's products, but can in many instances be employed to advantage as adjuvants.

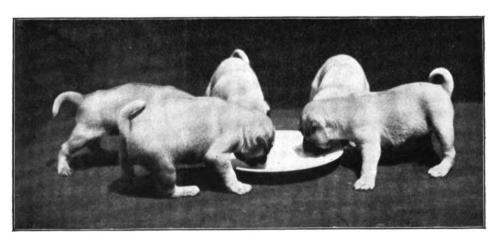
# Strange But True.

The postal laws and regulations of the United States are more interesting than a Japanese puzzle. For instance, we can send four SPATULAS from Boston and have them delivered to as many separate persons in California or Alaska for one cent. For us to send four copies to one person in Brookline, only a mile away, costs us eight cents. Nor is this so strange as is the fact that, while it costs the SPATULA eight cents to send four of its magazines to Brookline, it would cost anyone outside of

its office only four cents. According to the new parcel post treaty with Germany, we shall be able to send a pound package to Berlin, a distance of some three thousand miles, for twelve cents, while to send the same package to Malden, only six miles away, would cost us sixteen cents. We should like to see Dewey at the head of the post-office for about a year to cut in pieces the miles of red tape that surround its affairs and to straighten things out.

# Momen in Pharmacy.

The New York Sun, which is unlike all other daily newspapers in that it seldom makes a mistake, had a twocolumn article in one of its recent Sunday issues on "Women in Pharmacy." The burden of the piece was to the effect that while a great many young women graduated from the schools, and entered the profession, but very few remained in it for more than a few years. The male pharmacist, upon whom the responsibility for what is said is thrust by quotation marks, goes even so far as to say that "at the utmost there are not at this moment half a dozen women in the legitimate drug business in this country." There are said to be none in New York City except those who are acting as cashiers and those doing clerical and laboratory work in wholesale and manufacturing establishments. The fact is, there are more than half a dozen women druggists owning or managing stores in and around Boston alone. Throughout the country there are probably at least a hundred, while of women drug clerks there are very likely not far from ten times as many. We trust the next time our always respected and always read and almost never wrong contemporary wants to enlighten the world on any subject connected with pharmacy it will take a little more pains to discover the "true facts" in the case.



Attending to Business.

# Palatable Unpalatable Drugs.

In his "Packet Formulary of Diseases of Children," Dr. L. Freyberger has devoted considerable attention to the important question of how to disguise the taste of nauseous drugs. The following list is given in the Medical Record:

Acetanilid—gr. i is disguised by gr. iii. of white sugar or gr. ij. of elæosaccharum menthæ piperitæ.

Aconite—m i. of tincture is disguised by m v. of elixir simplex.

Ætheris Nitrosi Spir.—m v. by 3 i. of sugar water or aqua carui.

Aloin—gr. 1-4 by m x. of extr. glycyrrhize liquidum.

Ammonii Acetatis Liq.—m v. by 3i. aq. camphoræ, menth. pip., or mist. amygdalæ, milk and boiling water.

Ammonii Bromidum—gr. i. by m v. syr. aurantii.

Ammonii Carbonas—gr. i. by m v. syr. aurantii or tolu.

Bellaconnæ Extr.—gr. 1-8 by m ii. spir. chloroformi or m v. syr. aurantii.

Belladonnæ Tinct.—m ii. by m ii. syr. au-rantii.

Caffeinæ Citras—gr. i. by m xxx. syr. limonis.

Calomel—gr. i. by gr. iv. saccharum lactis. Camphora—gr. 1-6 by gr. iii. pulv. cinnamomi comp. or 3 i. aq. cinnamomi.

Cascaræ Sagrad. Extr. Fl.—m x. by m v. syr. zingiberis and ext. liquiritiæ fld.

Chloral Hydras—gr. i. by m v. syr. aurantii or pruni virginianæ with 3i. aq. cinnamomi.

Copaiba—m v. by 3 ii. mistura amygdalæ. Creosotum cannot be effectually disguised—m i. in 3 i. mist. amygdalæ.

Cupri Sulphas—gr. i. by 3 ii. syr. simplicis. Digitalis Tinct.—m i. by m v. syr. aurantii. Ferri Perchloridi Tinct.—m i. by m v. syr. aurantii or glycerin.

Filicis Maris Extr. Liq.—m xx. by 3 i. syr. cinnamoni.

Guaiacolum—gr. i. by 3 ii. of sherry wine. Ipecacuanhæ Pulv. Comp.—gr. ss. by gr. ss. pulv. cinnamomi and gr. i. sugar.

Morrhuæ Oleum—m x. somewhat disguised by m i. essence of almonds and lemon, or by m ss. ol. menth. pip.

Nucis Vomicæ Tinct—m ss. by m x. syr. au-

Pepsinum-gr. i. by m v. syr. aurantii.

Phosphoricum Acid Dil.—m i. by m v. syr. rubi idæi.

Phosphorus—m i. of ol. limonis to ounce of mixture makes it more palatable.

Potassii Arsenitus Liq.—m i. disguised by 3 i. aq. cinnamomi or m v. syr. tolutani.

Potassii Acetas—gr. iii. by m xv. syr. rubi idæi.

Potassii Bromidum—gr. iii. by m xv. syr. aurantii.

Potassii Iodidum—gr. i. by 3ss. aq. menthpip.

Quininæ Hydrochlor.—gr. ss. by m xx. syr. aurantii.

Ricini Oleum-m v. by m iii. syr. zingiberis and 3i. aq. menth. pip.

Sodii Salicylas—gr. iii. by m v. syr. simplicis and 3i. aq. cinnamomi.

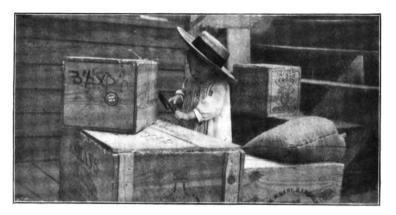
Strychninæ Hydrochlor. Liq.—m i. by m x. syr. aurantii or zingiberis or m xv. extr. glycyrrh. liq.

Tannicum Acidum—gr. 1-12 by m v. syr. zingiberis.

## KAHN'S SNAKE.

Timothy Kahn, a Broome street, New York, druggist, painted several signs telling about the ferocity and the deadly venom of a snake about to be exhibited in his store. When the snake arrived he pushed off the lid of tue box containing him and started to explore the East Side. Learning that the serpent was loose, the neighbors gathered their children indoors and prepared to defend themselves. Vainly the druggist explained that the signs were facetious; that the lost reptile was only a pine snake, harmless as an angle worm. His angry customers soundly berated him, and he found that a lost snake with a bad reputation is not a good advertisement.

If a photographer you will find lots of fun in belonging to the Spatula Photo Club.



Opening up a New Stock.

(From photograph contributed by H. F. Ruhl, Manheim, Pa., to the Spatula Photo, Club.)

# Legal Negligence.

BY GEORGE HOWARD FALL, PH.D., LL.B.



PHYSICIAN ordered two ounces of snake-root and two ounces of Peruvian bark to be powdered and put up in four portions, with direc-

tions that one powder should be used daily with a certain quantity of water. The drug clerk followed the prescription, put the two articles in a mill to be beaten up, divided them up into four powders, and delivered them to the customer. Shortly after taking the first powder, symptoms appeared which caused an examination of the remaining three to be made; and, as a result, the presence of cantharides was discovered. The evidence showed that

the druggist, prior to the beating up of the snake-root and bark, had ground cantharides in the same mill, and the court held him liable.

To use the same mill for pulverizing poisons and harmless medicines is of itself such negligence as will make the druggist liable for any injury that may be caused. In this case the directions of the physician were followed, and the clerk may not have known that cantharides was previously ground in the mill.

The defense in this case might have shown that the mill had been examined and no traces of cantharides had been found. Still the fact that the mill had been used for Spanish flies, and the injury having been traced to this article, the liability would have been the same. But if the mill had been used for harmless remedies only, and some stranger, without fault on the part of the druggist or his clerk, had misused it, the result of the case would have been otherwise.

The laws of the various States require that poisons shall be labelled as such, and the absence of the label is a criminal offence. If a person buys such poison, and the druggist fails to label the package, it has been frequently held that this omission is of itself evidence of negligence, and makes the druggist civilly liable.

The statement that a breach of law from which an injury follows is of itself evidence of negligence, is generally correct. If the law insists that the package be labelled "poison," and the druggist fails to so label it, this failure is the ground of his liability. Still, even in such case, extrinsic evidence may rebut the presumption of negligence, and avoid the liability.

A person suffering from bowel trouble met a friend who told him to obtain a "black draught" and take a wineglassful as a remedy. The patient thereupon went to a druggist and asked for "black drops;" whereupon the druggist inquired what ailed him, and, on being informed, recommended "cholera drops;" but the patient still insisted on "black drops." The druggist then told him that "black drops" were a strong poison, and he could only safely take from ten to twelve at a dose. He then gave him a phial marked "black drops," omitting to

label it "poison," as the law required. The patient took the contents of the phial at one draught, as he understood his friend to have directed him, and—died. Now, in this case, the druggist was certainly guilty of an offence in omitting to label the phial as required by law. But, on a civil suit being brought, the court held that if the jury believed that the druggist actually gave the warning to the customer, this was sufficient, and he would not be liable.

The law determined by this case is that if the druggist fully warns the purchaser that a certain drug is dangerous, he is free from civil liability to such purchaser, even if he fails to label the drug when sold; but, if the drug should get into the hands of a third party who had not been warned, then the druggist's liability would attach because of his neglect to affix the label.

In such cases, it is a question of fact for the jury whether the warning was given or not; and, though the druggist may swear that it was given, the jury may disbelieve him, and hold him liable. In the case cited, the jury did not believe the probability of the druggist's statement in the light of the fact that he had neglected his duty. It might well be said that it is improbable that the patient would have disregarded the warning of the druggist and accepted the opinion of his friend.

But if the druggist had first labelled the bottle properly, then, even though he had delivered it to the customer without warning, he could not have been held liable, because the error in procuring the wrong article was the purchaser's, not his.

Whenever the negligence of the injury pured party contributes to the injury sustained, even though the druggist is also negligent, the law will not hold the latter liable. No absolute rule can be laid down as to what constitutes contributory negligence. Each case must be determined by itself and on its own merits.

Every person is bound to use reasonable care to prevent damage to his person. And if his own carelessness is the natural cause of the injury, no matter how negligent the other party may have been, he, at least, has no legal ground for complaint. Where both have been careless, and injury has resulted, the question always is, "Whose negligence was the natural cause of the injury?" If it appears that the plaintiff's negligence was the natural cause of the injury, then the doctrine of contributory negligence comes in. The plaintiff is said to have "contributed" towards his own injury. and hence cannot recover. If, on the other hand, the defendant's negligence appears to have been the natural cause, then the defendant is liable, and must pay in damage according to the gravity of the case. In Massachusetts, the burden is always on the plaintiff to show that his own carelessness was not the cause of the injury, and also that the defendant's carelessness was the cause.

# LONESOME.

My SPATULA for September has not come yet, and I am getting lonesome, so please send along soon and greatly relieve,

Sherbrook, P. Q. GUSTAVE RICHARD.

# 用 Criticism.

Dear Spatula:—I like you and hate to see you give wrong impressions, but where it is evidently ignorance of the facts you are quickly forgiven. I refer to "An After-Dinner Smoke." Surely you never saw a "nigger eat watah-millyon" or you would understand how excruciating it would be for him to slice it so thin and so carefully carve the heart of his love. No, sir. He'd cut it with transverse sections, and breaking them eat it out to the rind without the help of fingers or knife and with a sighing grunting that can scarcely be described, but you'd know he was in his seventh heaven.

If the "nigger" in the picture really ate the melon he is posed with, he is not the genuine stuff, but has had the ways of you cultivated Bostonians ground into him.

H. L. SQUIRES. Morgan City, La., Oct. 2, 1899.

P. S. Do you suppose that "nigger" would leave a piece of such food for the gods untouched?

# MIXED COLORS.

Red and black make brown.

White and brown make chestnut.

White and carmine make pink.

Indigo and lampblack make silver gray.

White and lampblack make lead color.

Blue and lead color make pearl.

White and emerald green make brilliant green.

White and green make bright green. White and green make tea green. Purple and white make French white. Red and yellow make orange. Blue and yellow make light green. White and yellow make straw color. Black and Venetian red make chocolate. Light green and black make dark green. Lake and white make rose. White, blue and lake make purple. White, blue and black make pearl green. White, lake and vermillion make flesh color. Umber, white and Venetian red make drab. White, yellow and Venetian red make cream. Red, blue, black and red make olive. Yellow, white and a little Venetian red make buff.

# hungarian Waters and Baths.

BY PELA VASVARI, BUDAPEST, HUNGARY.



N these days when the curative n.ethods of nature are receiving more and more notice, it may be of interest to invite the attention of pharmacists to the Bath cures, and especially the Hungarian Baths. It is not my intention to exploit the therapeutic effects of the Baths which are to be mentioned, but to acquaint my readers with the effects of single baths and to compare the more renowned Baths one with another.

The medicinal mineral baths may be grouped in two ways; those in situations where the climate plays the leading part in a cure, and those which depend for their virtues upon the mineral constituents of the waters. Those which belong in the first group are not of so much interest to pharmacists, but a consideration of the second group is worth our attention. In these the properties of the waters and their curative effects are ascribed solely to the gases and the mineral salts which are dissolved in the waters. Curative climates are found in many places on the earth, but truly medicinal baths which produce real curative effects, are few and far between.

In accounting for the effects of the baths, we must take into consideration the effects of the water itself in its effects upon the circulation and the nerves, as well as the effects of the salts which may be absorbed. Both have, undoubtedly, an influence upon the attainment of results, but it is undeniable that the

mineral constituents are an important factor in the case.

The baths may be either cold or warm. There are many of them in Hungary, of which those in the towns of Carlsbad and Budapest are the best known. Both of these are large and very old towns, and it is thought by some that the clatter and confusion of town life are detrimental to the best results to be obtained from the baths, but personally I doubt this.

The earliest visitors to the Hungarian Baths were the Romans, and specimens of old Roman architecture are still to be observed at some places. In Acquincum, near Budapest, which was formerly a Roman military camp, there are to be seen the ruins of two very handsome bath-structures, one a cold bath and the other a warm, the latter being fitted with a single basin, a warming panstone, and an oven. After the time of the Roman patronage, the merits of the baths were not recognized by the people of the upper classes, for a long period. Not until the entering of the Turks and their appreciation of the baths became known, was there a renewed interest in them. Then were built the great warm basins of the Emperor, the bath Garza of Budapest being Turkish architecture, as also the socalled Turk cellar.

The old Magyars, being a nomadic people, cared not for the baths nor for their waters, and thus their use, in modern times, has developed very slowly. Thus baths which are in themselves matchless have scarcely done with the primitive development, and are not as well known as they deserve. Among these may be mentioned the cold sulphurous waters of Parad, the iod-petroleum springs of Bazna, the soda baths of Alfold, (Palics and Melenczs) and the hot sulphurous baths of Budapest.

The development of the Hungarian Baths has been instigated in very recent times by Dr. Cornelius Chyzer, Dr. Arpad Bokay and Dr. Hugo Preysz, who have done much to advance interest in the baths. Previous to their advocacies there existed an erroneous idea among the Hungarians that their own baths were inferior to foreign shrines, both in interest and in curative powers. But the last development has been a national development. Now beautiful environments, interesting people and the matchless Hungarian music have added their charms toward convalescence, and convalescence is half recovery. Simple surroundings have been clothed with verdal fairness. The Lake of Balaton, the Tatra and Transylvania, with the "wine waters," and the dignified but fascinating Alford, with her fala morgana, each have contributed to the success of the baths and the making of convalescents.

In Budapest, the Hungarian metropolis, flow those most excellent springs which have brought the most fame from foreign countries. Here are to be found the sulphurous springs (Emperor, Lukacs, Racz, Saros, Rudas, Kiraly,) and the far-famed bitter springs Hunyadi Janos, Franz Joseph, Ral Koczy and Apenta. In the quantities of dissolved salts and carbonic acid gas, these are unrivalled. But the most eminent bitter spring is in Kocs, the Lajos spring, which contains the largest amount of dissolved salts, amounting, as shown by analysis, to 53.50 grs. per litre of water. The proprietor of this spring is Lajos Schmidthauer, a pharmacist of Komarom.

A comparison of the various bitter springs shows us the following contents per litre:

| Name of Spring | Epsom<br>Salt | Glauber<br>Salt | Common<br>Salt |  |
|----------------|---------------|-----------------|----------------|--|
| Seidlitz       | 13.5 gms.     |                 |                |  |
| Pullna         | 21.1 "        | 16.1 gms.       | 0.3 gms.       |  |
| Saidschutz     | 10.9 "        | 6.1 "           |                |  |
| Fridrichshall  | 5.1 "         | 6.ა "           | 0.9 "          |  |
| Hunyadi Janos  | 22.3 "        | 22.5 "          | 1.3 "          |  |
| Franz Joseph   | 24.8 "        | 23.2 "          | •              |  |
| Franz Deak     | 18.1 "        | 17.2 "          |                |  |
| Lajos of Kocs  | 31.6 "        | 15.0 "          | 3.1 "          |  |

In Buda, we find the fish pond dug by Basa Mustafa, in the year 1568, at the foot of Joseph mountain. This pond connects all of the warm springs of Buda, and in it grows the fairy rose (Nymphea thermalis) which was transplanted by Prof. Kitaibel from the warm springs of Nagy Varad. This plant grows freely nowhere in Europe save in Hungary, in the vicinity of Navy Varad and Budapest.

I said above that the mineral springs can be classed as hot or as cold springs. The cold springs are further divided into sour, sulphurous, salty and soda springs and the hot into lixivial, salty, lixivial-sulphurous, sulphurous, earthy and ferruginous.

In sour mineral waters the most effective constituents are carbonic acid and carbonates. The proportion of these per litre of water is shown in the following:

| Name of Spring     | Free C ()2 | Salts    |  |
|--------------------|------------|----------|--|
| Schwalbach         | 1590 c. c. | 0.9 gms. |  |
| Apollinaris        | 1521 "     | 2.2 "    |  |
| Wildingsen         | 1322 "     | 1.4 "    |  |
| Tarasp             | 892 "      | 1.2 "    |  |
| Liebwerda          | 710 "      | 01 "     |  |
| Salvador of Lipocz | 1194 "     | 3.4 "    |  |
| Agnes of Moha      | 1225 "     | 2.4 "    |  |

The lixivial, sour mineral waters may be used for drinking as medicinal waters. The percentage of both gas and salts in the Hungarian springs of this class is very high as will be observed in the following:

| Name           | Free C O2<br>per Litre | Na H C O <sub>3</sub><br>per litre |  |  |
|----------------|------------------------|------------------------------------|--|--|
| Radein         | 532 c. c.              | 5.1 gins.                          |  |  |
| Vichy          | 879 "                  | 4.3 "                              |  |  |
| Bilhú          | 1340 "                 | 2.9 "                              |  |  |
| Geishubl       | 1303 "                 | 0.8 "                              |  |  |
| Repat          | 1129 "                 | 4.3 "                              |  |  |
| Szolyva        | 2557 "                 | 8.4 '                              |  |  |
| Margit of Luhi | 87 "                   | 4.0 "                              |  |  |

For intestinal and lung troubles the Hungarian lixivial-salty waters are considered matchless. These have the following composition per litre:

| Name          | Na H C ()3 | Common Salt | Free C O2 |  |
|---------------|------------|-------------|-----------|--|
| Luhatschowitz | 5.5 gms.   | 3.5 gms.    | 554 c. c. |  |
| Gleichenberg  | 2.4 "      | 1.8 "       | 1172 "    |  |
| Seltzers      | 1.2 "      | 2.3 "       | 1139 "    |  |
| Szigelka      | 16.7 "     | 5.0 "       | 1051 "    |  |
| Biksrad       | 6.6 "      | 2.6 "       | 285 "     |  |
| Sztojka       | 2.7 "      | 3.2 "       | 1067 "    |  |

The most conspicuous salty and bitter springs contain the following constituents in each litre:

| Name                 | Chlorides |      | Iodides | Bromide | s CO   |
|----------------------|-----------|------|---------|---------|--------|
| Soden                | 14.2      | gms. |         |         | 845 c  |
| Kissingen            | 11.7      | "    |         |         | 1271 " |
| Tichl                | 236.1     | "    |         | 0.012   | •      |
| Reich <b>e</b> nhall | 224.3     | "    |         | 0.030   |        |
| Gorgeny Soakna       | 240.0     | 44   |         | •       |        |
| Virakná              | 157.6     | "    | 0.250   | 0.14    |        |
| Moros Ujoar          | 200.0     | 46   | •       | 0.04    |        |
| Bazna                | 45.3      | "    | 0.01    | •       |        |
| Csiz                 | 18.1      | 44   | 0.04    |         |        |

The salty waters are used for rheumatic troubles, skin diseases and scrofulous outbreaks, and also for pulmonary and intestinal disorders.

Among the sulphurous springs, the best are the Hercules-furdo in the district of Meheida and Lukacs and the Emperor Baths near Budapest. The Emperor and the Lukacs Baths are controlled by a corporation.

The Hercules Baths are most esteemed, having beautiful country surroundings, charming bath buildings and all the luxuries that can be provided. They are patronized by the high-class Magyars and the better classes of foreign visitors. They were in use in the time of the Roman Emperor, Trajan, B. C. 108, when they were considered a specific for female diseases. The Hercules-furdo has four sulphurous and salty springs very similar in character to the foreign springs of Wiesbaden, Schinznach, Baden-Baden, Aachen and Helnan near Alexandria, Egypt.

We claim for the Hungarian Baths, without boasting, that if they are not superior in therapeutical effects to foreign baths, they are at least equal to them. To mention a few of the leading ones, there are the Elopatak baths (similar to the foreign Spas, Pyrmont and Franzensbad) useful in rachitis, liver diseases and hemorrhoids; the Harkany, hot sulphurous springs, having a temperature of 62°C. (143° F.); Harsfalva, patronized for catarrhal and female troubles; the Kovasna, with its socalled "Pokolsar" (mire of hell) connections, having a subterranean murmur and frequent eruptions, and valued highly for rheumatism. Only one spring in Europe is of this character, a cave in Naples, Italy, known as the Grotto Cave of Corso Vittorio Emanuel. Others are the Krapina Tiplite, effective in neuralgias;

the Lipik, a very deep spring having a temperature of 64° C. (147° F.), the waters containing iodine. The bowl of this spring is 231 metres (758 feet) deep, and it has no equal.

Postyen is a sulphurous bath, Biksrad, a lixivial-salty spring, Borszek, a sour, ferruginous spring valued in migraine and for obesity; and the springs known as Hercules-Ludwig, Karolin, Elizabeth and Szapary, in Hercules-furdo valued chiefly for rheumatism, rachitis and abdominal troubles.

All these springs are easily reached from Budapest, by the oriental express, and consultations may be had with distinguished physicians in all the modern languages. The environments are very attractive, and the conveniences are according to American plans and desires.

I must not close this brief review without mentioning another Hungarian resort much esteemed for its therapeutical powers,—Lake Balaton. The history of the baths of the Balaton is shrouded in darkness, but the physical marvels and beauty of that country together with the baths, are justly of great interest to all foreigners. On the coast of the lake are two excellent medical resorts fitted out for those seeking the best of surroundings and conveniences. Yacht competitions take place on the lake, and it is a favorite resort for the elite. The boat service on the lake is excellent.

I could speak interestingly of the charms of the Teccave of Dobsina, of the "mire of hell" of Kovaszna, of the wine-water springs of Transylvania, of the Troudorr and others, but time does not permit. It is possible that I may speak of these at another time, and of the springs of Burg County, how they undergo chemical transformation at certain times.

Lately, an American corporation has been negotiating for the control of some of the more celebrated springs, and I apprehend that they will purchase several of them.

While, as I stated above, large claims are not made for the Hungarian Baths, yet they are increasing in interest and usefulness from year to year, in consequence of a better appreciation of their medicinal values. I hope that the Americans will consider well the advantages of these springs, and promote their development, for which, as I believe, time will bring a profitable financial return. We Magyars have received with pleasure the advances of the Americans, with whom we are connected by many ties.\*

\*Persons desiring further information concerning this subject will receive gratis a pamphlet in German by addressing Bela Vasvari, pharmacist, 40 Zarda St., Budapest, Hungary.

#### TAILS GRAFTED ON FISH.

Nearly every one has seen the pretty bushtail goldfish that have four or five, or sometimes more, long, wavy, filmy tails, but very few of them are born that way. When the little goldfish are very, very young their flesh is as clear as glass, so that one can see every bone in their tiny bodies. At this time the few that are born with two or more tails are put by themselves, and then a queer-looking old Jap, with a great magnifying glass fastened in front of his eye and wee sharp tools handy, reaches down under the water and cuts off the tails of the plain little fish, and then three or four of these tails are joined on to the backbone where the one was cut off and fastened there with tiny bandages until they grow fast.

The Japanese, who are very skilful in queer things of this kind, grow the finest goldfish in the world, and it is a very good business, for very fine fish of this kind often bring as much as \$300 to \$500, and one sold not long ago for \$1000.

#### KALAMAZOO'S CELERY BEDS.

Kalamazoo, Mich., still maintains its reputation as the greatest celery producing center in the world. Another place like Kalamazoo, having the manifest advantages which it possesses for the proper culture of celery, will probably never be discovered.

There is a basin, of which Kalamazoo City forms a part, in the shape of a saucer. On top is a layer of mold at least six feet deep. Beneath this is a clay 10 to 12 inches in thickness which is impervious to water, and beneth that is sand which contains plenty of water.

This year, with one exception, will be the best of any since the inception of the celery industry in Kalamazoo. At least 8,000,000 dozens of celery are being raised on the 3,200 acres of land devoted to its culture.

#### HOW LONG TO LIVE.

The average duration of life amongst the chief nations of Europe is as follows, the figures being based upon the bills of mortality for the decade 1881-90:—Sweden and Norway 50 years; England 45 years and 3 months; Belgium 44 years and 11 months; Switzerland 44 years and 4 months; France 43 years and 6 months; Austria 39 years and 8 months; Prussia and Italy 39 years; Bavaria 36 years; and Spain 32 years and 4 months.

LET U. S. or Canadian postage stamps accepted in payment of subscriptions.



Waiting for Chankegiving.

# from a Professor's Note Book.

Preserving Chloroform.



OPPY-SEED oil has been found useful in preserving chloroform, and a new French method of purifying chloroform distills the treated chloroform after dissolving in it about two per cent. of poppy-seed oil. It is

also stated that chloroform will not keep well in cork-stoppered botties but should be preserved in glass-stoppered.

# Explosive.

Chlorate of potassium, unmixed with any organic or other reducing substance, has been known to explode violently. In St. Helen's, a chemical works was destroyed by the sudden explosion of 156 tons of chlorate which was in storage. Small quantities are, however, much less likely to explode than large, and there is practically no danger in a few pounds of the salt under any ordinary conditions.

# Lemonless Lemonade.

The French people are evidently fond of "circus lemonade." An analysis of thirty-one samples of aerated lemonade in the city of Lyons, showed that all of them contained tartaric acid and four were sweetened with saccharin instead of sugar.

#### Sulphur Candle.

A new scheme for sulphur candles makes them in a covering of asbestos. The candle is to be set into a shallow pan of water, which is absorbed by the asbestos like a wick, and the heat of the burning sulphur creates steam in the asbestos, which combines with the sulphurous anhydride fumes and renders them more efficient as a disinfectant or bleacher.

# Nickel Salt.

Pure nickel melts at 1600° C. (2900° F.) and is not easily separated from its ores, but when

it is warmed to about 50° C. (112° F.) and a current of carbon monoxide is passed over it, a compound is formed which is known as nickel carbonyl, and which has the strange property of being a colorless liquid, which boils at 43° C. and is decomposed into pure nickel and carbonic oxide at a temperature of 180° to 200° C. A similar compound is formed with iron and carbon monoxide, and these two are the only inorganic compounds known which are liquid when dry. The nickel-salt was discovered about ten years ago, and has already revolutionized the methods of extracting nickel from its ores.

# New Cleansing Agent.

Carbon tetrachloride is prophesied to become a successor of benzine as a cleansing agent for clothing and fabrics. It possesses just as much power of penetration, is as effective as a cleanser, and has the added advantage of being non-inflammable. It is also non-poisonous when its vapors are inhaled, and it does not freeze. At present it costs about four times as much as benzine, but experiments are under way to manufacture it from acetylene, and these if successful may bring it within the limits of economic use.

#### A New Method.

A new method of making fuming nitric acid (known commercially as nitrous acid) is to add to concentrated nitric acid, small, successive portions of para-formaldehyde. The paraform is entirely destroyed and a portion of the nitric acid is reduced, liberating large quantities of nitrogen peroxide, which remain dissolved in the liquid.

#### YES.

The SPATULA is all right. I suppose you have heard so before.

Montreal, P. Q. FRANCIS O. ANDERSON.

#### A NECESSITY.

Have not received the September number. Can't do without it. CHAS. N. BUCK. Kingsbridge, N. Y., Sept. 30, '99.

# Pushing Cough Syrups.

BY A. D. FERGUSON.



LETTER from the SPATULA says "an article of interest to druggists would be gladly accepted from you," and as the SPATULA, by the valuable suggestions offered monthly, is of immense help to the reading druggist, I

think it reasonable that the request of the publishers to the subscribers for any article of interest, is a fair one. Not wishing to be sponge-like, absorbing all the good things contained in the meaty columns of the SPAT-ULA and contributing nothing, I venture to send a line or two, and if they should find a resting-place in the waste basket, I shall feel compensated by this thought that the space is occupied by better and more timely suggestions.

No topic has been assigned me, but as the season for cough mixtures is upon us, and as every progressive druggist puts up one or more cough remedies, perhaps a few lines in pushing the sale may be timely. I do not intend to cover the ground, but simply to offer suggestions which I have found to be of service.

Needless to say, the first thing requisite for continued increasing sale is an A I article, and to this end I have three preparations, "Ideal Tar Syrup," "Cod Liver Oil Cream" and "Children's Cough Syrup," with bronchial troches and cough drops in neat cartoons. The tar syrup, composed of pine tar, ipecac, wild cherry, aniseseed, chloroform and molasses is my popular seller, and think the best hit I made.

I advertised these remedies well during a bonspiel held here last winter. Curlers had come from surrounding towns, and "soop-erup" was in everybody's mouth. Taking advantage of this I had some "stickers" printed 2x4 in. with the following wording:

A SURE SHOT.

Ideal Tar Syrup takes the In Turn,

SOOP'ER UP.

THE COUGH THE OUT TURN.

I pasted them on the curling stones, on the walls and railing of curling rink, on doors, in sitting-room, and in every prominent place in the rink and around town. The cry of "sooper-up" was substituted for that of "Ideal Tar Syrup takes the in turn, the cough the out turn." The curlers took up the cry, and I attribute many sales of Tar Syrup to that sticker.

I have some white letters which I cut out of good unruled note paper, out of which striking and pretty signs may be made cheaply, many of which decorate my store.

The Cod Liver Oil Cream is a preparation I shove mostly through the physicians, supplying them with samples and formula, which is as follows: Yolk of egg, I; glycerine, 3iv; cod liver oil, 3iv; aqua dist., 3ii; liq. ext. malt, 3i; syr. tolu, 3iv; fl. ext. zuigit, 3ss.

I find the ginger an agreeable flavor, as wintergreen and bitter almonds are repugnant to many, while ginger is acceptable to delicate tastes, agreeable to the stomach and does not "rift" like wintergreen, etc. This preparation is not stable, nor do I intend it for such, but it easily mixes when shaken, presenting a homogeneous appearance. All egg preparations on the market I have seen separate when standing, but the efficacy of the preparation is not impaired in the least.

In pushing the 'Children's Cough Syrup,''
I lay stress on three things, its palatibility,
safety and infallibility, "easy to take, safe
and sure."

I have a large doll, fashionably dressed, in the window, and surrounded by bottles of "Children's Cough Syrup." The doll holds a bottle of syrup in her hands and a suitable sign is displayed. Very few children and mothers pass by without stopping to look in the window. Their smile of approval expresses their satisfaction with the display, their attention is fixed upon "Children's Cough Syrup," and in many cases I get the benefit of a sale.

Wolseley, N. W. S. Canada.

# Cesting Drugs.

"You've heard the theatrical expression, 'trying it on a dog,'" said a local representative of a great manufacturing drug house to a New Orleans newspaper reporter. "It means an experimental performance of a new play in some small city. If the dog, otherwise the small city, shows no great symptoms of distress they venture the thing in New York. Well, in our line of business we frequently 'try it on a dog,' also on a frog, a rat, a rooster, a guinea pig, and other animals too numerous to mention. Our trials are literal, not figurative. We make them to ascertain the strength of certain drugs, which, for some reason or other, defy chemical analysis. In such cases we resort to what is called a physiological test.

"Suppose, for instance, we want to find out the strength of a sample of digitalis, which, if in good condition, has a stimulating effect on the heart. The experts on the staff of the laboratory at our works force a drop of the stuff into the stomach of a small frog, which is then placed in a delicate machine called a kymograph that records its heartbeats on a strip of paper. The digitalis may be perfectly dead and inert and it may be strong and active-no chemist could tell the difference-but the kymograph gets at the truth with infallible certainty, and the sample is graded accordingly. The frogs used are little fellows not over two inches long, and they are rather hard to get. Some time ago, we sent the house a consignment from New Orleans, but they proved to be too large. Why do we use such small ones? Because it takes less of the drug to affect them. It's merely a matter of economy.

"Some of the other tests are still more curious," continued the drug man, "and none queerer than that of ergot. To ascertain its active properties a small quantity is injected into a full grown rooster. If the drug is up to standard strength the comb of the fowl soon begins to turn blue and eventually becomes almost black. The power of the particular sample on trial is indicated by the deepness of the discoloration. This test is the only reliable one known and is exceedingly valuable, because ergot has a strange trick of occasionally losing all its medicinal properties without showing the slightest change in general appearance.

"' Hasheesh,' which has figured so extensively in romances of the Orient, is known scientifically as cannabis indica. It is tested on dogs. When the drug is all right the dog soon begins to get 'dopy,' staggers in its walk and eventually keels over and dreams dreams. The necessity of testing hasheesh grows out of a very singular fact. As most people know, it is made from the blossom of Indian hemp, but it is only the unfertilized female flower that has any narcotic properties. The male flowers and the seed-bearing female flowers are absolutely valueless, but all three look alike to the naked eye. So does the tincture prepared from them, and, like the other drugs mentioned, it doesn't yield to analysis.

"These tests will give a fair idea of the modern method of getting at facts about medicines. They are only a few out of many. Altogether, I suppose that upward of a dozen different animals are used, each selected because of its sensitiveness to some special preparation. Occasionally, the sentimentalists raise a wail over the poor guinea pigs and white rats and the innocent frogs that are sacrificed to science, but if it wasn't for the help of these creatures we would have to fall back to the old-fashioned method of distinguishing toadstools from mushrooms. 'Cook them and eat them,' was the formula, 'and if they don't kill you they are mushrooms.'

AT Fifty cents will get a subscriber a good binder, post-paid, that will hold a year's numbers.



# Photography.

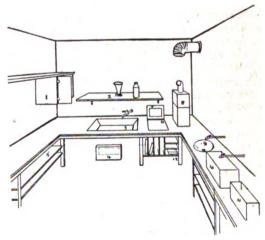
CONDUCTED BY CHARLES J. BURGESS, M. D.

# how to Construct a Dark Room.



N planning the construction of a dark-room in a basement, we will suppose that the basement is unfinished and has a dirt floor and a rough joist ceiling. Select a site

near a ventilating shaft or smoke flue, if possible. Level the dirt floor and construct a floor for the dark room as follows: For an 8 by 10 foot room, cut nine pieces of 2 by 4 inch scantling, 7 feet 8 inches long; arrange these 15 inches from centre to centre. Take two pieces of scantling to feet long, spike these to the ends of the shorter pieces, making a framework 8 by 10 feet in size. Cover this with a good quality of matched flooring, trimming the ends and sides even with the framework. Now spike scantling to the joists overhead, making a frame 8 feet 1 3-4 inches by 10 feet 1 3-4 inches inside. Directly above the floor construct the side walls of a cheap quality of matched flooring, nailing it to the frame above from the inside, and to the floor below outside, leaving an opening 2 feet 10 inches wide and 6 feet 6 inches high for a door in one of the 10-foot sides. Strips can be nailed around the room on the outside about three feet from the floor, if the top and bottom nailing is not considered sufficient. Now cover the ceiling and sides (inside) with red plastering board or red rope building paper of a heavy quality, lapping the joints about two inches, tacking it on neat and smooth. It can be tacked to the joists above, or the top can be ceiled like the sides and the paper tacked on this, as preferred. Be sure and have all joints neat and smooth and light-tight. Nail 3-inch battens over the paper around the door opening, having them project in the opening about one inch for the door to butt against. The door can be made of flooring, putting the battens on the outside, and covering the inside with paper. Hang the door with 6-inch strapped hinges; door to open to the outside. Put on a suitable lock or latch, but put it on in such



1 Dry Plate Box; 2 Shelf; 3 Sink; 4 Air Inlet; 5 Shelves; 6 Dev. Stand; 7 Cover; 8 Lamp; 9 Wash Bowl; 10 Wash Box; 11 Drying Box.

a way that no openings are left for the light to get in.

Along the ro-foot side, in the room, construct a shelf or table at a convenient height from the floor, making it about two feet wide. It can be made of the matched floorings, selecting some of the best. Make the table true and level; the ends can be supported by strips nailed to the end walls and the centre by the framework of tray rack, as shown in the sketch. Cut an opening near the centre for a galvanized iron sink-about 20 by 40 inches will be large enough-and let in the sink making the edges flush with the top of the table. In the left-hand corner, at a convenient height above the table, fasten a dry-plate box, box to be large enough to take the largest plate used. Have this box perfectly light-tight. Line it with black velvet or felt, and have door fitted with a spring so as to keep it closed. To the right of the sink have a platform for developing. Have this fitted with a cover something like an inverted tray. The cover when down should fit the platform, making a light-tight joint. It should be hinged to the platform at the back, so that when not in use the cover can be thrown back. The size should be large enough to take the largest tray used. This arrangement is handy to slow development, as you can let down the cover over the tray, and all is secure from dust and light. Have lamp in the right-hand corner, and directly above it put an inverted stove-pipe elbow-6-inch will do. Connect the pipe from this with the ventilating shaft or smoke flue, which will carry off the lamp fumes, keeping the room cool in summer and at the same time ventilat-

On the right have hypo table. This may be about two feet wide and reach across the room. Let wash basin in flush at the left end, and place tray racks and shelves below for trays, hypo, etc., as shown. In left side of room have table for drying racks, plate-holders, etc., with shelves below and above. These can be arranged to suit individual ideas and as most convenient.

Run water-supply pipe on outside of room, with pipes through the walls and terminating

in taps above the sink, wash basin and washing box. The pipe may be 1-2 inch galvanized; this you can have cut and threaded to order, and by screwing it together you can save the expense of a plumber. The sink and wash basin can be connected with drain or sewer by a 11-4 inch galvanized iron pipe. Put a good tight barrel on a stand outside of the room a little higher than the highest tap. Connect the supply pipe with this barrel about two inches from the bottom. This can be filled from the waterworks supply or otherwise; the water in the barrel is at rest, and impurities will settle to the bottom, or it can be clarified if necessary.

Cut 6 by 8 inch air inlet under one of the tables near the floor; cover it so as to let in air but keep out the light. A small shelf above the sink is for developing solutions.

Cover the tables and shelves with white enamelled cloth. Keep a supply of old newspapers; use these on the hypo table under the fixing box and trays, renewing them frequently. This will keep the hypo dust out of the room and help to keep your negatives free from pin holes.

Size of dark-room can be altered to suit location, but do not make it too small. Have large lamp with large openings, well protected with suitable glass and curtains, so as to get plenty of light, but be sure and have it safe.—Photo. Beacon.

# GOLD STANDARD.

The SPATULA is worth its weight in gold.
J. J. GLORIA.

Fresno City, Calif., Oct. 2, '99.

## INTERESTING MATTER.

I am always pleased to receive the SPATULA. It contains much interesting matter.

GEO. HOLLAND.

Philadelphia, Pa., Oct. 10, '99.

# READ THROUGH.

I am very much pleased with it. It is the only paper. which I subscribe to that I read through, which is saying a good deal.

N.T. REMIER.

Centredale, R. I., Oct. 9, '99.

# Spatula Photo Club.

For the benefit of those who are not already members of the club, we repeat membership in it as free as salvation. is necessary for the applicant to do is to send to the SPATULA is necessary for the applicant to do is to send to the SPATULA twelve unmounted photographs of any one subject accompanied by a two-cent stamp. These the BPATULA will distribute among twelve other members of the Club, and he will receive in return a collection of eleven other photographs contributed by as many other members of the club. There are no restrictions as to size, quality or subject. The title of the picture and the name and address of the sender must be written or stamped on the hard of each photograph. the back of each photograph.

Among the recent contributions to the club were the following

"Moonlight in the Adirondacks," F. J. Meldsam, Syracuse, N. Y.

"Coke Ovens," Jas. T. Moran, Tracey City,

Tenn.

"A Cane Field," J. E. Valernis, Olientz, Kan.

'Surf," H. de Forrest Smith, Boston, Mass.

"Fording the Teton," T. Wesley Richard-

One of the "Wells," C. W. Staples, Osceola, Wis.

The "Hunnewell House," Miss F. M. Kin-

ney, Newton Highlands, Mass.
"Sport," Harvey Sutherland, Winchester,

"Burro Ride," J. S. Drury, Bakersfield, Cal.

"A Marine View," O. A. Weihe, San Francisco, Cal.

"Granite Quarries" Rockport, G. L. Goulding, Lexington, Mass.

ET Please be careful in sending in photographs to see that they are not sealed unless full letter postage is paid upon them.

# Photographic Periodicals.

Wilson's Photographic Magasins (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

Authony's Photographic Bulletin (monthly), \$2.00 per year (with Spatula, \$2.50); 25 cents a number. New York.

Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photograwness in avery issue. Reaton.

15 cts. a copy. Half-tones in colors, heliotypes and photogra-vures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); to cents a copy. Chicago.

The Photo-Miniture (monthly), \$2.50 per year (with Spatula, \$3.00); a5 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$2.50); a0 cents a copy. New York.

Photographic Life (monthly), \$1.00 per year (with Spatula, \$1.50); to cents a copy.

VERY MUCH.

I like the SPATULA very much.

F. E. SHOOLAR, M. D. Centreville, Ala., Oct. 7, '99.

# Comen Doctors.

Modern women doctors cannot claim to be without precedent, for as far back as 300 years before the Christian era an Athenian of the name of Agnodice is said to have practised as a doctor. Before the fifteenth century a number of women obtained doctors' diplomas at the Moorish universities. In the eleventh century, Tortula von Ruggiera, of European renown, practised in Salermo. At the beginning of the fourteenth century, Dorothea Bocchi not only received the doctor's diploma at Bologna University, but also the degree of professor. In more recent times we find two women taking degrees at the same university -Anna Mangalini in anatomy, and Maria della Doune in midwifery.

see Send in your questions, we don't know everything, but we have facilities for finding out a great deal.



Ново.



#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to fi we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

# Labelling.

W. T. B. asks us for a formula for a "good label paste," one to hold labels which are to be varnished. He says that he uses a spirit shellac for varnishing, and after a time the labels curl and come off.

L. T. C. asks us for a formula for a label varnish for use on tincture bottles.

We judge that both these correspondents want the same thing. W. T. B.'s trouble is in the varnish which he uses rather than in his paste, which latter he says is used satisfactorily for other common purposes. Any suitable paste ought to hold the labels. But a varnish which dries very hard and contracts strongly will take off almost any label not riveted on. A label varnish should, therefore, contain a small proportion of soft resin to counteract the contraction of the hard resins, and yet leave a moderately hard surface on drying. We recommend that W. T. B. also try one of the following:

Sandarac, 5 ozs.; mastic, 2 ozs.; Venice turpentine, 2 drs.; camphor, 1 dr; oil of lavender, 1 oz.; ether, 2 ozs.; alcohol, 12 ozs. Macerate until the resins are dissolved, allow to settle and decant or strain.

White shellac, 6 ozs.; copaiba, 1-2 oz.; lead carbonate, 1 oz.; ether, 4 ozs.; alcohol, 12 ozs. Wet the shellac, powdered, with the ether and allow to stand an hour. Then add the alcohol

and copaiba and shake frequently until the solution is formed. Now add the lead carbonate, shake well, allow to settle and decant. The purpose of the lead carbonate is simply to clarify the varnish.

Pyroxylin, 1 oz.; amyl acetate, 12 fl. ozs.; benzine, 12 fl. ozs.; methyl alcohol, 6 fl. ozs. Make a solution.

All the above give the best results when the label is first sized by coating its face with a dilute mucilage of acacia and allowing to dry before applying the varnish. The last formula is more resistant to solvents, but it is not as good as a protector to the label.

It resists ether, chloroform and alkalis, as well as alcoholic fluids. The others are affected by the above liquids on long contact, but they make a better coating for the label.

# Starch Tablets.

C. S. M., of Troy, N. Y., asks for "some method to make starch tablets that can readily be dissolved in hot or cold water."

There are three general methods of rendering starch soluble in cold water. The oldest is that of boiling the starch in diluted acids, whereby the starch is changed successively into soluble starch, dextrin and glucose. The question of solubility here depends upon the length of treatment and the amount of heat, i. e., whether boiled under pressure or not. For the purpose of making tablets, probably the most economical process would be to mix the starch with one hundredth of its weight of oil of vitriol and enough water to make a thick paste. Allow it to stand for an hour or two, then bake it very slowly until dry. The starch so treated will dissolve much more readily in boiling water, but whether it will dissolve in cold water or not will depend upon the length of time it is heated before it becomes dry. A low heat must also be employed to avoid discoloration. Hydrochloric acid (1-4 the weight of starch) may be employed in place of sulphuric if desired.

A second method is to boil the starch with about one-fourth its weight of strong caustic potash or soda and twenty times its weight of water, for about two hours. The starch will entirely dissolve when the alkali should be neutralized with hydrochloric or acetic acid, and the starch recovered by precipitating it with methyl alcohol or by evaporation. This process is expensive but insures a soluble starch. Probably the expense would be out of the question for commercial purposes.

A third method is to treat the starch in the cold with an alkali and oxidizing agents. For instance, the starch is mixed with about ten times its weight of water and this is poured into a solution of sodium peroxide dissolved in as much more water. The quantity of sodium peroxide employed should be equal to a quarter the weight of starch used. After standing a few hours, with occasional stirring, the clear solution can be decanted and the starch recovered by evaporation or the starch can be precipitated with methyl alcohol. The process can be made more economical by combining the sodium peroxide with chlorinated soda or lime, but we are unable to give directions for this.

The alkali and oxidation treatment of the starch have the advantage of rendering the starch soluble without altering its other properties. It is thus better suited for laundry purposes and similar uses. As for making the tablets we presume that there will be little difficulty about that with a suitable machine.

## "Cold Freckles."

C. S. M. asks for a formula for a preparation known as "Cold Freckles."

We are not familiar with this preparation and so cannot give any information concerning it. If it is a proprietary article we could not give a formula, for the simple reason that all such are secret, and guess-work is unsatisfactory as well as unjust to all concerned. It is very seldom that a reliable analysis is made of proprietary preparations.

If our correspondent desires a freckle lotion the following may be of service. But it must be remembered that deep-seated freckles are not amenable to ordinary treatment. These consist of little patches of pigment underneath the epidermis, and any remedy which does not take the outer skin off will not reach the pigment. For the more ephemeral kinds, a lotion is often effective. The two following formulas are typical; the first being the safer, while the second is the more effective. The second must not be used too freely, however. If it begins to irritate the skin it must be discontinued for a few days.

- 1. Potassium carbonate, 3i; spirit of camphor, 3i; tinct. of benzoin, 3i; cologne, 3x. Water to make a quart. Dissolve the potassium carbonate in the water, and add the tincture of benzoin to it in a thin stream, constantly stirring or shaking, then add the spirit of camphor in the same manner, and finally the cologne.
- 2. Corrosive sublimate, gr. ii; ammonium chloride, 3i; lactic acid, M xv; tincture of



HARD LUCK.

benzoin, 3 iss; cologne, 3 ii; water to make 6 ozs. Dissolve the corrosive sublimate and ammonium chloride in the water, add the tincture of benzoin and shake well. Then add the other ingredients.

## Lacquer.

J. T. H., Lowell, Mass., asks for a lacquer for brass and copper.

The best lacquers are the spirit solutions of resins obtained from the lacquer tree, growing in southeastern Asia. The resin of this tree is easily oxidized on exposure to the air, after which it is insoluble in ordinary solvents, and thus is not easily removed. So easily oxidized is it that it will not bear the ordinary methods of storage and shipment, and so it cannot be obtained in the market except in a prepared lacquer-varnish.

The lacquer most frequently employed is a solution of white or yellow shellac in methyl alcohol. From 1 1-2 to 3 lbs. of shellac per gallon of spirit is the proportion most commonly employed. For polished brass the lacquer can be colored by means of turmeric, gamboge, saffron or annatto.

A good formula for a lacquer of this sort is: Shellac, 4 ozs,; turmeric, 1 oz.; saffron, 120 grs.; annatto, 120 grs.; methyl alcohol, 1 pt. Macerate seven days and strain. For oxidized copper the coloring agents should be omitted. Most lacquers are colored to meet the conditions for which they are made, but shellac is the basis of a large proportion of them. Much depends upon how they are applied. metal should be thoroughly cleaned by washing first in a weak solution of soda or potash, and after rinsing dip into a weak solution of sulphuric acid and again rinse and wipe dry. The brass should be then heated until too hot to be borne in the hand and the lacquer applied quickly with a soft brush. Any good varnish may also be used as a lacquer, being applied to the cold, cleaned surface and allowed to dry.

# Cough Mixtures.

For general use the following formula is being noted in several medical journals:

Chloral hydrate, 64 grs.; ammonium car-

bonate, 32 grs.; fl. ext. of ipecac, I fl. dr. spt. of nitrous ether, 2 fl. drs.; syrup of tar, syrup of wild cherry, syrup of tolu, paregoric, of each I fl. oz. Mix. Dose, I teaspoonful when cough is troublesome.

For sub-acute or chronic bronchitis, the following is recommended:

Terpine hydrate, 80 grs.; glycerin, spirits, of each, 2 1-2 ozs.; honey, 2 fl. ozs.; tincture of vanilla, 75 mins. Mix. Dose, 2 to 4 tablespoonfuls per day.

# Vichy Salts.

The following is based on an average of analyses of seventeen different vichy springs. The quantities given are sufficient for a tengallon fountain. The salts will not dissolve until the water is charged, when they will pass into solution readily.

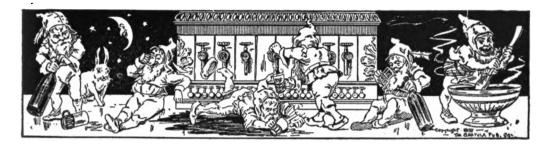
Sodium bicarbonate, 3v; sodium chloride, 3v; sodium sulphate, 3v; potassium sulphate, 3iss; magnesium carbonate, 3iv; calcium carbonate, 3vs; sodium phosphate, grs. xv. Mix.

## Nerve-Tonic.

The following taken from the Medical Record is interesting not only because of its unusual ingredients, but also because it is recommended for a work which would be invaluable, if effective. The mixture is metallic magnesium, I I-2 grs.; glycero-phosphate of calcium, I I-2 grs.; powd. ignatia, I-3 gr.; fluoride of calcium, I-3 gr.

#### Rubber Cements,

- 1. For uniting leather. Dissolve 10 parts of gutta percha in 100 parts of benzine and shake with 100 parts of linseed oil varnish. The surface of the leather should be roughened before applying.
- 2. For joining leather to gutta percha, melt together 100 parts of gutta percha, 100 parts of asphalt and 15 parts of turpentine.
- 3. For fixing rubber to metal. (a) A solution of shellac in ten times its weight of water of ammonia is allowed to stand three or four weeks and then used cold. This gives a water and gas-proof joint. (b) A hot mixture of gutta percha and asphalt. (c) 10 parts of carbon disulphide and I of turpentine mixed with gutta percha to a thick paste.



# The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

# EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White, The Spatula, Boston.]

# Soda Water Counter or Bar.

(Concluded from September number.)



EFORE taking up any further points especially, I desire to call your attention to the working capacity of this counter. The Ills. represents a 19 foot counter having a construction to allow two men to work without ever crossing each other.

In fact, three or even four men could work behind this counter with ease.

The arrangements are such that in the winter one man can give entire attention to hot drinks while the other makes all the cold drinks. This is the best plan as it enables both to do their work better.

You will see that I have made the counter a good standing height. This is best when you have anything like a good business. If possible, have a couple of tables with chairs for those who want to sit down, and if this is not practical, have high stools. These can be taken away on extra busy days and leave you free to work. The majority of people stand any way when eating an ice cream soda, and run far less chance of getting their clothing covered by so doing.

#### Sinks.

Good generous sinks are very important. They enable one to keep the counter cleaned of dirty glasses in a rush, and are necessary to general cleanliness. One often is obliged to let dirty glasses collect, this can't be helped, but they can be removed and placed in the sink and so be out of sight.

I have planned for two sinks (see Nos. 1 and 5 C) each fifteen inches wide, eighteen inches long and nine inches deep. This gives a good large sink with plenty of room.

## Shaved Ice Box.

(See Nos. 1 and 5 D). This apartment is intended as a space to hold shaved ice, and part of it may be divided by frame work in such a way as to hold three or four bottles of mineral waters, etc., that it may be desirous of having handy and also cold.

There are often many things which one desires to use often and wants cold and does not care to have to open the ice box each time, and this gives one the desired place. One part should be left free for fine shaved ice. This box is connected with a drain pipe (see 2 H and D), thus allowing the water to pass away as rapidly.

#### The Metal.

While speaking of sinks, etc., it may be well to consider the metals from which they can be made and their relative value. Copper, white metal or aluminum are the three that are the best, the first two the more preferable being a little less expensive.

Copper is the most commonly used of them all, and as it admits of a high polish is very fine.

White metal and aluminum have an advantage in that they do not tarnish from acid or lemon juice, etc., and are, therefore, easy to keep clean.

The drains, sink and shelves should be lined and covered with one or the other of these metals.

# The Drainers or Drip-boards.

These are illustrated in Nos. 1, 5, 6 and 7, E, and should be covered with a corrugated metal which will allow the water from the cleaned glasses to pass away freely. This cut shows two drains, one four feet, the other five feet in length and eighteen inches in width. This gives a capacity for glasses fully as large as you will need in the business you can do over this counter.

# Tumbler Washers.

In about the middle of each drip-board should be a washer. (See Nos. 1 and 5, I). The cut is not intended to represent any special washer but simply to show its location. There are a number, you only have to pick out the one that you think to be the best.

#### Hot Soda Apparatus.

No. 1. J represents a hot water heater situated under the counter, this is connected at K with your counter apparatus and by means of pipe N, hot water is carried to both sinks. This is a great convenience, for the heater is so placed as to be entirely out of the way, and so even in the summer when you are not serving hot drinks, you can have hot water when you desire.

This is very handy in the mornings when one is cleaning up, as hot water to scald out milk and cream dishes is almost a necessity, and also in cleaning syrup tanks.

The water is heated by gas brought through pipes g.

When the counter apparatus is attached the exhaust is carried down to drain through pipe B No. 2.

## A Shelf for Bottles.

H represents a small shelf at the back six inches above the drains, and is intended for a place to put spirit bottles and also those containing various kinds of medicine which it is desirable to have at the fountain and yet not exactly to have them setting on the counter or around the fountain. This keeps everything off from your drains and leaves them free for glasses of various kinds.

## Soap Shelf.

M shows two small shelves that can be used to keep your soap, Bon Ami and other cleaning materials such as brushes, etc., on. They should be made with a slight slant so as to allow water to flow off into the sink. This will enable you to keep your cleaning materials where you can find them, and keep them where they will not be likely to cover your glasses with soap.

# Dummy Elevator.

This is a very important thing and no fountain should ever be without one, they save a great many steps and much time during a rush.

Figure F in Nos. 1 and 7 illustrate the size and shape of the elevator, but are only intended as a suggestion for the location, there are many ways of building them only be sure and have them roomy.

If desired, two of them may be put in the

other to the right of the hot water tank, but in most cases one will be found to be sufficient.

# Speaking Tube.

This is an important thing and should be had also, as it enables you to speak with your cellar-men without the necessity of going there in person, also enables you often to get things sent up stairs in a hurry. (See Nos. 1 and 5, R for location.)

#### Electric Bells.

These should be two in number, at least one being in the back part of the store, the other in the cellar. The former will often enable the busy dispensor to notify the drug clerks that there are customers in the store, the other will call the cellar-man to the elevator or speaking-tube, as you may desire. (See Nos. I and 5, W for location.) The push buttons at fountain.

# The Water Supply.

One thing needed is a good heavy water pressure, and for this purpose at least a two and one-half inch water main should be had (See No. 1, O) reducing to a one and one-half inch cross pipe, while those leading to faucets should be three-quarter inch. This will give you a good heavy pressure on your washers, which is what you want. Be generous with your water, don't be afraid of it, for it is needed.

## Ice Cream Cabinets.

These are two in number and should be placed at either end (See A and B, Nos. 1, 5, 6, 7). I do not intend these cuts to accurate working drawings. Merely to show the space and place they occupy and one or two points.

You can buy several makes of cabinets, some of them are very good but none perfect.

The one point where they fail in construction is in the means of a way of letting the wash-water out. Most of them have an outlet but in nearly every case it is by far too small. (A U) shows an open section in the cabinet, giving the location of the outlet pipe as it should be, also the valve for closing. This valve may be made into the cabinet, as in this illustration, or be put in the cellar beneath.

This would be necessary if you were connecting to some of the ready-made cabinets, but if you are having one made for you, have it put into the cabinet, as in this illustration.

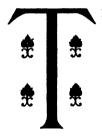
B shows the cabinet cut in two and shows the ice space and porcelain tank for ice cream. X shows the handle for turning when desirous of letting the water out.

I have gone hastily over the various points in connection with the illustration and given them all the space that I could, but at best I have had to cut much short. I think that the illustrations will, however, speak for themselves more than any words of mine, and that you will grasp my ideas and can use any or all that you think best.

If any one desires any further information regarding this subject, I would be very glad to furnish it to the best of my power.

# Now to Run a Not Soda Apparatus Orofitably.\*

BY A. B. GROVER.



HE hot soda business is not an infant industry, it needs no coddling. It sprang from the cradle to a prosperous estate and sits among the moneywinners. Call it a side issue and the name puts it back in swaddling clothes; call it a business and it

has a dignity to live up to. The way to success in any business is to know its possibilities and improve on them. This is the alpha.

"How to Run a Hot Soda Apparatus Profitably." Is it a good apparatus? It need not be elaborate or expensive beyond a desirable harmony with its surroundings, but it must be good, must be serviceable. This is half the story, the plot, the rest is a narrative and runs smoothly enough. The apparatus must have perfect arrangements. It must have hot water in reserve and at the delivery point all the time. This is one of the imperative needs;

<sup>\*</sup>Prize article in the J. W. Tufts' contest.

if the apparatus doesn't satisfy the need it should be replaced by one that will. To-day there are experts in every business. There are expert fountain-makers. Their productions will do to start with. A good start in business is like a good start in a race, important, very important.

What next? The syrups, the extracts, the broths, the bouillons—a good list to catch the eye and of the best quality. There should be no failure among them all. A man should find good coffee at the hot soda counter. Poor coffee,—no warmth, no taste,—nobody wants it; why should it be served when good coffee is easy to make and is pleasing to patron and dispenser.

A cup of rich, creamy chocolate will sell a dozen others. Make a patron enthusiastic and it is worth dollars in advertising. Enthusiasm is infectious, the best way to spread it is to catch it.

The subject extracts, etc., is slipping by. No need to go back to it if the words "best" and "quality" have made an impression. The makers of extracts send pamphlets telling how to make and serve drinks. They are worth studying.

An apparatus that will keep things piping hot, good drinks to serve from it and dainty dishes to serve them in.

Connoisseurs in china are plenty. They will remember who had the real ware and they'll mention his name more than once.

Spoons, sugar-bowl, spoon-holder and all silver-ware of a creditable quality. Tarnished silver ware, tarnished reputation. The apparatus is the finest, its accessories in keeping and customers begin to come. Common sense suggests but one way to treat them. The best should be given them in the most gracious way.

Years of experience will bring an adroitness in serving, a knowledge of new drinks, and the way to make them best; but success doesn't depend on these things.

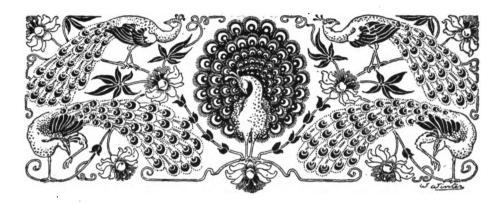
A hot soda apparatus can be run profitably from the start. And the profits are not to be reckoned in dollars and cents alone. The satsfaction in doing things right, in having a name favorably known to patrons is no small part of the reward. Recognition of this fact, and that it is easier to make hot drinks right than it is to make them wrong, assures success if the apparatus is good.

## INCREASED USEFULNESS.

Water charged with carbonic-acid gas - in other words, soda water - is now prescribed as a palliative for hunger, especially for an abnormal sense of hunger due to disease. Says Modern Medicine, which gives us this information: "Carbonic-acid gas has the singular property of lessening the sense of hunger, and may profitably be remembered in dealing with cases of diabetes in which bulimia (abnormal hunger) is a prominent symptom. The seat of hunger is found in the solar plexus. By the use of water charged with CO (carbonic acid) the branches of the solar plexus distributed through the mucous membrane of the stomach are influenced in such a way that the abnormal irritation of the plexus, which is the foundation for the ravenous hunger often present in diabetes and certain forms of indigestion, may be greatly mitigated, if not wholly appeased. Water charged with car-bonic acid gas may likewise be employed with advantage in many cases of hyperpepsia in which there is a sensation present in the stomach described by the patient as a gnawing sensation, 'goneness,' emptiness, etc."



CUT THIS OUT.



# The Struggle for Publicity.

CONDUCTED BY JAMES BARRETT KIRK.

Associate Editor Profitable Advertising.

# H few Suggestions.



SMALL daily paper was started, recently, in Tarboro', N. C., and the druggists of that town are making their first attempts at daily advertising. The results

are not all that might be desired. In fact, there is plenty of room to accommodate a large quantity of improvement, and I hope that the gentlemen concerned will take this criticism of their efforts as a sincere desire on my part to help them reach a higher advertising plane.

I shall select Staton & Zoeller as my victims, because they seem to be making noble efforts to do good advertising, and are, therefore, doing by far the best work in this direction. Still their ads. are not exactly perfect, although they have made a good beginning by taking a four-inch space in a first-class position—first page, top of column. Moreover, the value of their space is greatly enhanced by the fact that it is the only place in the paper where the weather forecast is published. Their first ad., which appeared on a Saturday, commenced thus:

ASK YOUR WIFE

To step in here and get the sort of soap you like for your bath.

This was very timely and quite good. I think, however, it would have been better had it read this way:

THE SOAP YOU LIKE FOR YOUR BATH

Is found at our store. Ask your wife to step in and get it for you this evening.

In the latter form the catch-line makes prominent the idea of the ad. and will catch the eye of anyone desiring soap for the bath. "Ask Your Wife" doesn't appeal to anybody in particular, while "The Soap You Like for Your Bath" is an appeal direct.

Staton & Zoeller usually change their ads.

every day, but for some unaccountable reason they allowed the poorest one of the lot to run two days. It began thus:

# THE MILLINERY DISPLAYS

Are not the only attractions in town now. We can also interest the ladies. Our display of fine Jardinieres, etc., is well worth taking in while on the tour of inspection.

The incongruity of making particularly prominent such a line as "The Millinery Displays" in a drug store is obvious. The ad. should have read:

# OUR FINE

Are very pleasing to the ladies and prove that the millinery displays are not the only attractions in town, etc.

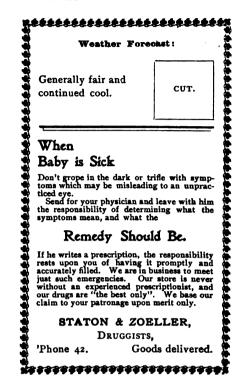
The prominent line in an ad. should always tell in a catchy manner something about the article advertised, and then people who want that article will be attracted by it. Otherwise they may not read far enough to discover what the ad. is about. Staton & Zoeller too frequently use inappropriate display lines, evidently taking them from the "ready-made ad." department of some advertising journal. They couldn't find poorer ads. than generally appear in such departments.

I am very glad to say, however, that there is one ad. published by Staton & Zoeller to which I can give unqualified approval. Here it is: (See top next column.)

I don't believe this ad. could easily be improved upon, and recommend it to the consideration of other druggists.

## The Matter of Cuts.

The use of cuts in newspaper advertisements by retail druggists has been the subject of some discussion recently, and while there were several good points brought to light, the



mass of verbiage accompanying the discussion has left the actual conclusion somewhat obscure. I am a firm believer in the efficacy of good cuts myself. They please the reader, thus adding to the result-producing characteristics of the ad., and they also do good work in attracting attention. Moreover, if it is desired to advertise a certain article, a good picture of it will help out the description wonderfully. I would, however, advise the druggist to be very discriminating in his selection of cuts and judicious in making use of them, and present herewith several points on the matter that I think ought to be observed.

- r. Don't use poor cuts. If you can't get good ones, omit them entirely and have the printer make the ad. attractive typographically.
- 2. Exercise great care if you wish to use a humorous cut. Most alleged funny pictures fall very flat and are apt to excite ridicule.

But if you can get one that is really funny it will be appreciated. Do not, however, use it more than once. There is nothing quite so bad as an old joke.

- 3. Half-tone cuts are the best if your paper can print them, but poorly printed they are worse than useless.
- 4. Regulate the size of the cut by the size of the ad. This is an important phase of the question, and one that is too often overlooked. As a rule, I should say that the cut ought not to be more than one-fourth the size of the ad. Thus, in a four-inch ad. a nice little cut about one by two inches, set neatly in with the type, will attract attention by reason of its daintiness. The exception to this rule is the picturing of the article advertised, when the half of a four-inch space may be profitably utilized for this purpose.
- 5. In all booklets and folders cuts can be used to good advantage, as they add brightness to the pages.

There are plenty of cuts for sale that can be effectively used by the retail druggist. True, there are many that are not worth considering, but there are also many good ones, and any druggist who is capable of writing his own ads. has sufficient taste to discriminate between the good and the bad.

## Wanted-Experiences.

This department can be made so interesting and valuable that its every appearance would be worth ten times the subscription price of the SPATULA to the country druggist, if only the latter would co-operate with the editor and fill it with actual experiences. Every druggist in the United States must surely have been struck by a successful, business-bringing idea at some time in his career. If he hasn't, he's a pretty poor sort of druggist. And it's the interchange of just such ideas that is needed by the retailer in order to discover for himself a winning policy. Suppose, for instance, that there are fifty druggists who have worked out ideas that brought them big results, and then suppose that those fifty ideas were printed in this department of the SPATULA. Each druggist would receive in return for his one idea forty-nine new ones-enough to keep him busy for a year and to make every week in the year a profitable one. There is a sufficient amount of space allotted to this department to print a hundred experiences in the course of a year. What a wealth of material that would be for the country pharmacist who is intelligent enough to apply it to his own particular case.

Now, don't hesitate to send in your ideas—those that you have tried and found to be winners. You won't lose anything, but you'll gain considerable, because you'll receive fifty fold for everything you give.

Next month I would like to see at least half a dozen stories of successes told on these pages, and I hope it will be possible to continue them as a regular feature thereafter.

## ABOUT MOSQUITOES.

A mosquito which has been so greedy as to insert his proboscis into the capillaries of a man and drink his fill of human blood, is doomed to pay for his feast with his life, whether caught by the angry victim or not. If any are particularly kind-hearted, however, and anxious to keep the insect alive, it can be done by feeding him freely on bananas, offering a fresh one every few days. Another food which cures his indigestion and preserves him alive for future petting or experimentation is sherry and sugar,—a spoonful of each with a little water, renewed every two or three days. Who wants to keep them alive? Well, sometimes the scientists do, -for purposes of vivisection, etc.



EASY TO TAKE.

## "CAMEL'S" HAIR BRUSHES.

The camel's hair brush used by artists has nothing of bacteria in it. There was a time when real camel's hair was used for this purpose. The ship of the desert, however, has long been superseded by the homely squirrel. Not only is squirrel's hair very much less costly, but it is better, softer, more pliable and more durable. At the present day it is doubtful if you could find a bushel of camel's hair in all the brush factories in the land. However, there is no cause for fear that the graceful little squirrel will be exterminated. It is the European squirrel that furnishes the hair for the brushes, the covering of the American squirrel being too furry and soft for the purpose.

It is somewhat the same way with the coarser brushes. The bristles most prized come from Russia and India, and the wild hogs of Germany furnish their quota. The great American hog runs to fat and puts forth practically no bristles. In the countries above mentioned the collecting of bristles is quite an important industry among the peasantry of certain districts. In comparatively few cases are they stripped from the dead body of the hog. The usual method is to discover the haunts of the animals and to gather the bristles from the trees against which they rub themselves.

## TEETH.

There are about 20,000,000 false teeth manufactured and sold annually in the United States. On the authority of the largest manufacturer of dental supplies in the country there are over 40,000 ounces of pure gold worked up annually for dentists' use in material for filling teeth, in plates and solders, the value of this gold approximating \$1,000,000.

## HOW TO KEEP SALT DRY.

Table salt which will remain dry and not cake is made by adding about 2 per cent. of magnesia or magnesium to the dry salt. When moisture is absorbed from the air, the magnesia takes it up, becoming hydrated yet remaining dry, and the salt remains pulverulent.

# Books, etc.



Metany concern publishing matter of especial interest to our readers is invited to inform us of the fact that it may be properly chronicled in this department.

# Mr. Seabury's Book.

Mr. Seabury is a succulent writer, has a spicy flavor and says things. This series of articles\* is largely a discussion of the now defunct Campion Plan, and it develops the vital principles of co-operative business. The principles are the same now as they were fifteen or twenty years ago when these articles were written, and pharmacists who desire to know more of the advantages of association will do well to read the views of one who looks at the question from both sides, and is first, last and all the time a business man.

## TO SUBSCRIBERS.

To any one who is a subscriber to the SPAT-ULA we will send on receipt of ten cents two handsome copper-plate engravings entitled "The Druggist's Wife" and "The Doctor" respectively. These are printed on heavy paper and are suitable for framing. To any one not a subscriber, the two will be sent for sixteen cents; either one for ten cents.

<sup>\*</sup>SHALL PHARMACISTS BECOME TRADESMEN? A reproduct tion of a series of articles that appeared in the Weekly Drug News and American Pharmacist. They were written between 1881 and 1885, together with subsequent reviews on the same subject, by George J. Seabury. New York: Seabury & Johnson. Price, 30 cents.

# Mhat's New.

Manufacturers, whenever putting novelties of interest to the drug trade upon the market, are requested to send us circulars that we may make, free of charge, illustrated announcements in this department.

ends with the bowl, and outlets formed in the opposite sides of the spout and respectively communicating with the said channels."

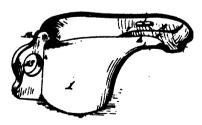
## MEDICINE LABEL.



Patented by Frederick W. Bates, Minneapolis, Minn. Claim: (1) A medicine-label whereon the directions for use may be written and bearing a series or row of figures from "I" to "I2," separated by fraction-spaces, and two series of blank division-spaces parallel with said row of figures and coextensive therewith, said series of spaces representing the divisions of the day arranged to receive

marks to indicate how many and at what times doses have been administered from the receptacle bearing the label.

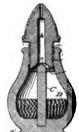
INVALID CUP.



Patented Sept. 12, by David N. Akard, Mill Point, Tenn. Claim: (1) "An invalid-cup consisting of a bowl provided with a spout extending from one side thereof and closed at its end, two channels formed longitudinally in said spout and communicating at their inner

## MERCURY HOLDER.

Patented by Edmund D. Gilbert, Philadel-



phia. Claim: (1) "A mercury-holder consisting of a hollow body having an internally-threaded mouth or neck, an apertured plug or nozzle having an externally-threaded portion screwing in the mouth or neck of said body and concaved at its inner end inside said body, and a valve-post projecting from the bottom of said body and provided with

a coued end adapted to fit the concave end of the plug or nozzle and close the aperture therein when said plug or nozzle is screwed down tight."

COMBINED BED AND DOUCHE PAN.



This pan has the following advantages: It has a better and more practical shape. It is easier to empty and clean. It can be kept in perfect sanitary condition. It neither hurts, chills nor slips away from the patient. It remains level upon the bed. A necessary operation can be performed while the patient is on the vessel. It has a large capacity. It is so constructed that towels or other soft materials can be attached easily. For sale by Fox, Fultz & Co., Bosson and New York.

## ROOTS AND HERBS.

Druggists wishing to purchase roots or herbs of any kind should correspond with the American Fibre Co., of Jacksonville, Fla., which is prepared to fill all orders for goods of this kind either in large or small lots. The company has developed a very large business in this line, and pharmacists needing such goods would doubtless find it an advantage to deal with a concern like this that gathers and prepares the roots and herbs itself.

## HELPING THE RETAILERS.

Messrs. I. S. Johnson & Co.—Gentlemen:—We carry in stock Johnson's Anodyne Liniment and it always sells well. We know you have helped us in the past greatly in the sale of the Liniment. It has been thoroughly and well done. We sell it right along and hope to continue to do so for many years to come. It is a good thing and we are glad to help push it along all we can. Yours very truly, Geo. C. Osgood, Lowell, Oct. 18, 1899. This is a sample of what retail druggists say in regard to our assistance from advertising matter sent them. We send it free to all for the asking.—I. S. Johnson & Co., Boston.

## GOODS SELLERS.

There is probably no article on the market

SA-YO

to-day handled by druggists that has a more ready sale than the Sa-Yo mint jujubes manufactured by

Messrs. Wallace & Co., 160 Monroe street, New York. They are liked by everybody and everybody knows about them. There are pretty pictures in each box, a fact which greatly aids their sale. The terms to druggists are most liberal, as they realize upon them a profit of 78 per cent. They are handled by all jobbers.

## FOR THE WINTER.

"Hot Clam Punch" is a rapid seller for all dealers having soda fountains or the facilities for serving hot drinks. It is prepared from Burnham's Clam Bouillon. It is a morning bracer that settles the stomach, clears the brain and quiets the nerve, because it is a natural and nourishing food. To make it, fill a small thin glass one-third full Burnham's Clam Bouillon, add two tablespoonfuls of fresh milk or cream, after which fill the glass with boiling water; season to suit the taste with butter, pepper and celery sale. You can make money handling it. See price list in E. S. Burnham Co.'s advertisement in this issue.

# The Drug Market.



HE market has been unusually active during the past month. Many articles have had a considerable advance in price, and in many others, there's more to follow. Business is reported from

every district as being in a flourishing condition. People generally feel much more encouraged as to the outlook, and a good winter's business is assured.

OPIUM—Market has had no material change. Crop turned out about as we had anticipated, namely, in the vicinity of 6,000 cases, and no immediate fluctuations are looked for.

MORPHINE remains at unchanged figures, and owing to the lack of interest in the crude drug, no changes in this article are likely to occur.

QUININE—On the other hand, continues to occupy the dealer's attention, the market having taken on renewed interest during the past two weeks, advancing some 8 cts. per oz. over the lowest price. It is said that London speculators are buying right and left, with the idea in view, that with the enormous demand which the English government will create for supplies for its war in South Africa, and our own government's large purchase for shipment to the Philippines, a further advance in price will result. Earthquakes in Java are also being worked as a cause for advancing prices. There is unquestionably a large number of people who want to see a higher range of prices than is quoted at the present, owing to the fact that their stocks are extremely large. The writer has felt for some time that there would be a steady decline down to 20 to 22 cts. in a large way, and suggested when this price was reached, a purchase would be in order. Quite a number of people have benefited by the advice and laid in something of a stock at bottom prices. The future, however, is very uncertain, for conditions are so mixed that any advice is merely guesswork.

CODEINE—A seasonable demand is to be noted, and a largely increased use will come this coming winter. A further advance then is quite likely.

ACID CITRIC has declined during the month and a further reduction in price seems likely. There has been an enormous demand the past summer, larger than ever before. Since writing above, the market has gone off another cent.

ALCOHOL has advanced 2 cts. per gal. and the market is firm.

CASTOR OIL has advanced I ct. from the lowest.

COCAINE has scored another advance, and

still they say there is more to follow; from the lowest, the market has advanced \$3.25 per oz. Manufacturers will not contract even at these prices, and they are sure that conditions are such as will insure an advance of even a dollar an oz. more.

COCOA BUTTER is an article which has had quite an advance and the market is very firm.

COD LIVER OIL is being quietly brought up in anticipation of the seasonable demand sure to come soon. Market is firm, and while the stock is large, something of a mark-up is quite likely.

CUTTLE FISH is very high, in fact, has advanced fully one hundred per cent. The world's stock is very small and high prices are looked for during the balance of this year.

Ergor—Owing to light stock abroad and increasing demand, has advanced considera-

bly, and a further mark-up is likely.

GLYCERINE has scored the advance we thought sure to come, and the market is very firm. A further advance is quite likely owing to high cost of crude abroad.

LYCOPODIUM has advanced about 10 cts.

MENTHOL is firm. As the season of greatest demand draws near, it is thought that the market will advance.

QUICKSILVER has advanced another 2 or 3 cts. and the market abroad is very firm. Some people look for a further advance.

MERCURIALS have advanced 2 cts. for hard

and 1 ct. for soft.

BALSAMS—Fir has advanced 30 to 35 cts. per

gall.

ESSENTIAL, OILS—Few changes have occurred under this head. Wormwood still remains abnormally high, and Wintergreen has advanced about 40 cts. per lb.

HERBS AND LEAVES—Coca are in a very strong position and the tendency is upward. Buchu, under the effect of the war in the

Transvaal, are much excited, and a great mark-up is talked of.

Roors—Ipecac is weaker. Orris has advanced fully 6 cts. per lb. Goldenseal, unchanged.

SEEDS-Flax, said to be cornered. Market

firm.

Spices-Without quotable change.

## GLASSWARE

Messrs. T. C. Wheaton & Co., Millville, N. J., manufacturers of all kinds of druggists', chemists' and perfumers' glassware, on another page of the SPATULA call particular attention to their line of homœopathic phials. The goods manufactured by this firm have a recognized standard of excellence and any one buying of them may be confident he is receiving the best and the most possible for his money. Everything a druggist needs in glassware may be had of them at the lowest market prices.

## PROFIT SIXTY PER CENT.

The seamless rubber gloves and finger cots manufactured by the Miller Rubber Manufacturing Co., of Akron, Ohio, are articles that should be in every drug store, as the demand for goods of this kind is constantly increasing and we believe no other manufacturers offer the retailers such advantageous terms. Particulars by which a profit of 60 per cent. may be made by the sale of their rubber goods will be gladly sent on application. Inadvertently the address of this company was given in our last issue as St. Louis instead of Akron, O.

## Notes.

Weeks & Potter Co.'s (Boston, Mass.) quarterly price list of medicinal liquors and sundries is very attractive. 14,000 copies are mailed each issue.

The heaviest liquid of an organic nature thus far found is acetylene tetrabromide. This is colorless, and a trifle more than three times as heavy as water.

For portable spirit lamps for stoves the alcohol to be burned is stored in a solid form by dissolving in it about 18 per cent. of hard soap and two per cent. of shellac. When the mixture cools the alcohol is solidified.

Old used plaster of Paris can be revivified so that it can be made to set a second time by burning it at a moderate temperature, allowing it to cool partially, then sprinkling it with diluted sulphuric acid, after which it is dried and ground.

# C. H. GRAYES & SONS,

# ALCOHOL MANUFACTURERS AND ... WHOLESALE LIOUOR DEALERS.

35 Hawkins St., Boston, Mass.,

l<del>taraecaenearescece</del>c, <del>escestro - 2</del>000 <del>- 200</del>0 <del>- 2000 - 2000</del>

ACTUAL MAKERS OF ALCOHOL AND COLOGNE SPIRITS.

Proof, quality, quantity guaranteed.

GEO. C. GOODWIN & CO., SUPPLY TRADE WITH GRAVES, GRAIN ALCOHOL.



# PAYS THE WAR TAX.

NO ADVANCE IN PRICE.

\$88.60 per gross. \$2.80 per dozen.

Jobbers sell in gross lots, 5% and 2½% off.

# THIS IS THE GENUINE.

THE KIND YOU HAVE ALWAYS HANDLED.

IT PAYS TO HANDLE RELIABLE GOODS.

Send for Counter Wrappers, Cartons and Cards.

THE CENTAUR COMPANY.

77 Murray St., N. Y. City.

Chart Flitcher Pro



# SOMETHING NEW!

# HOT CLAM PUNCH

# FROM ... Burnham's Clam Bouillon.

It is having a big run in all fine establishments where hot drinks are sold. A morning bracer, settles the stomach, clears the brain and quiets the nerves as nothing else will.

| TRADE PRICE-LIST. |                |              |    |       |               |  |  |  |
|-------------------|----------------|--------------|----|-------|---------------|--|--|--|
| Trial Siz         | e, per dos.,   | -            | -  | -     | <b>\$0.90</b> |  |  |  |
| Half-pin          | t Bottles, per | r dos.,      | -  | -     | 1.98          |  |  |  |
| Pint              | "              | "            | -  | -     | 8.60          |  |  |  |
| Quart             | 44             | **           | -  | -     | 7.20          |  |  |  |
| <br>10.           |                | <br>halasala | D= | arda. |               |  |  |  |

and Supply Houses.

BURNHAM'S FLUID BEEF. (INDIVIDUAL VIALS.)

I Gross in a Box, Per Gross.....\$3.60
BOVING. (FOR FOUNTAIN USE.)

5 Pint Bottles, Packed one in a Box.....\$4.50 each.

HOW TO MAKE IT.—Fill a small thin glass one-third full BURNHAM'S CLAM BOUILLON, add two tablespoonfuls of fresh milk or cream, after which fill the glass with boiling water; season to suit the taste with butter, pepper and celery salt.

Attractive Fountain Signs for same mailed on application...

# E. S. BURNHAM CO.

53-61 Garsevoort St., - NEW YORK.



\*





Y. & S. LICORICE, 4, 6, 8, 12 and 16 sticks to lb. Packed in 5-lb. boxes; 25, 50 and 125-lb. cases, bulk.

CORRUGATED Y. & S. STICK LICORICE. (Patented Aug. 15, 1899.)

Put up 80 sticks in printed wood boxes; a striking and desirable novelty just introduced.

ACME LICORICE PELLETS, 5-lb. cans; 5c. boxes. Y. & S. LICORICE LOZENGES, 5-lb. cans; 5-lb. glass-jars.

MANHATTAN WAFERS, 2 1-2 lb. boxes, Pliable Licorice.

The above kept in stock by all Wholesale Druggists.

Pow'd Root; Pow'd Spanish and Greek Extracts, in convenient packages.

Illustrated Catalogue on application to-

YOUNG & SMYLIE, Brooklyn, N. Y.

## INJUNCTION MADE PERMANENT.

Judge Ricks, in the United States Court. at Cleveland, Ohio, has continued an injunction in the case of the Farbenfabriken of the Elberfeld Co., of New York, against Alfred C. Smith. According to the claims of the plaintiff as set up in their petitions and affidavits, Smith was engaged in the sale of phenacetine and other preparations, of which the plaintiff under its patents was entitled to the exclusive sale in this country. Smith was located in Cleveland and engaged in the sale of the patent preparations to the drug trade under the name of Taylor, Hely & Co., at 1294 East Madison Ave., as the Smith-Taylor Drug Co., at 1421 Cedar Ave., and later under his own name at 254 Euclid Ave. Smith secured the patented preparations in Canada, it is alleged, and sold them at a slightly lower price than the New York concern controlling the patents in the United States. Judge Swan issued a temporary injunction against Smith a few weeks ago. The case was to have come up for hearing Monday. Smith is said to have disappeared after the commencement of the suit and the United States marshal's office men were unable to secure service upon him. He is said to be in Canada. According to the infunction Smith is forbidden from selling or advertising phenacetine in the United States.

# G. O. TAYLOR WHISKIES QUALITY NEVER VARIES. First Sold May, 1873.

MEDICINALLY PURES PRESCRIPTIONS

Sold by Licensed Designs

REJECT SUBSTITUTES,

DENVINE hee our firm NAME on FACE

glued Imgues

In Nebraska a farmer takes his hogs riding in a lumber wagon when they lose their appetite, jolting them ever the roughest roads. Such severe treatment may do for the porcine, but not for the human race. To restore the appetite, take G. O. Taylor Old Bourbon, or G. O. Tavlor Pure Rye Whiskey. They are pure and medicinal, and have been known and used for years for invalid as well as social purposes. Sold by licensed dealers generally. Our firm name is on the label and over the cork. Sealed bottles only. CHESTER H. GRAVES & SONS, Sole Proprietors, Boston Mass.

# **BOTTLE STOPPERS.**

# COLLAPSIBLE TUBES.

Pill
Machines
Pill
Compressors.

Suppository and Bougie Moulds.



Metal
Syringes.
Breast
Pumps.
Collapsing
Drinking
Cups.
Caps for
Screw-neck
Bottles.

Order from your wholesale dealer.

# A. H. WIRZ, 913 TO 917 CHERRY STREET,

PHILADELPHÍA, PA.

NEW YORK Representative, FRANK P. WISNER, 101 Beekman 8t

CASTORIA WINS AGAIN.

A final decree was rendered and injunction served yesterday in the supreme judicial court in case of The Centaur Company against the local representatives of the Watson Drug Company of New York. The latter concern have been manufacturing a preparation called "Castoria" and selling to local trade. Upon investigation The Centaur Company found that in their efforts to sell these goods, one of the officers of the so-called Watson Drug Company had gone so far as to make an affidavit setting forth that he had been in the employ of the original company for twenty years, during which time he had assisted in the preparation of Fletcher's goods, etc., etc., all of which was false. Copies of this affidavit were placed in the hands of agents who used it, believing it to be bona fide. As soon as the Centaur Company learned of these facts they instituted proceedings with the result above mentioned.—Boston, Mass., Herald, Sept. 21, 1899.

WORTH HAVING.

The history of "The America's Cup" is told in a very interesting manner in a little book which is being sent out by the Jeralds Manufacturing Co., 27 Murray street, New York. The book is illustrated by a series of half-tone engravings of the different yachts which have competed for the cup, from America and Aurora in 1851 to Columbia and Shamrock in 1899.

# Homeopathic Vials\_



WE are makers of glass tubing of all sizes for vials, and are prepared to accept large or small orders for this class of ware, made with or without lip, as well as screw top. We have a daily capacity of several hundred gross.

The Red Star Brand comes one gross in a box, Long or Short Style.

| PATENT LIP. |   |         |        |     | SCREW CAP. |   |                |        |  |  |  |
|-------------|---|---------|--------|-----|------------|---|----------------|--------|--|--|--|
| ı drachm,   | • | \$0.62\ | gross. | 1 d | rachm      | • | \$1.65<br>1.80 | gross. |  |  |  |
| 3 "         |   | 1.00    | "      | 3   | "          | : | 2.10           | "      |  |  |  |
| 4 "         | • | 1.50    | "      | 4   | "          | • | 2.40           | "      |  |  |  |



These prices are net. Special quotations in large quantities. Order of your jobber. The large jobbers handle them, and take no other. If unable to get them of your jobber, order direct.

# T. C. WHEATON & COMPANY.

FLINT GLASS MFG..

N. Y. Office, 108 FULTON ST.

MILLVILLE, N. J.

Aromatic Tincture Orange, W. & P. SAMPLES WILL BE MAILED ON APPLICATION

FOR ... THE SODA FOUNTAIN.

444

## DO NOT FAIL TO TRY THIS.

This Aromatic Tincture Orange, "W. & P.," contains no chemicals nor oil of orange, but it is prepared from fresh oranges, retaining the delicious flavor of the ripe fruit. For Orange Syrup it cannot be surpassed. Please include a bottle with your next order.

Yours very truly,

THE WEEKS & POTTER CO., Boston, Mass.

<del>???</del>

One pint makes 8 gallons syrup, \$1.00 per pint.

For sale by all Jobbers

# HAVE HOT WEATHER TROUBLES?

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

# VELOX IS YOUR SALVATION.

NO FRILLING. NO BLISTERING. NO YELLOW OR MOTTLED PRINTS. NO STRUGGLE WITH THE ELEMENTS.

VELOX enables you to get your orders out. VELOX is not affected by heat or humidity. VELOX defies all conditions of the weather.

AND GIVES YOU GRAND RESULTS.



Nepera Chemical Co. Nepera Park, New York.

Chicago Office, 37 E. Randolph St.

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

(Cut this out for future reference.)

# SAN-TO-LIN Capsules.

\_\_\_\_

100 Per Cent. Profit.

The most reliable remedy in Conorrhosa and Cleet. Endorsed by the leading physicians of the country.

Each romin. S. E. Capsule contains OLEO RESIN GURERS.

" " COPAIBA.
" " MATICO.

ENG. OIL SANDAL. SALOL. DIASTASE.

25c. for 75c. Druggists' Sample Order.

Send 25 cts. in stamps for sample order of 50 Capsules. Write to-day. We will give one druggist the sole agency in his town, and sample his leading physicians.

By purchasing this remedy you control the trade, and every customer makes new customers.

SANTOLIN capsules never disappoint. Price, \$1.50 per hundred, net. Postpaid for price. In stock by

CUTLER BROS. & CO., BOSTON.
THE THEO. METCALF CO., BOSTON.
C. N. CRITTENTON CO., NEW YORK.
THE POWERS MFG. CO., PHILA, PA.
F. O. Boz, 80.

# Up-to-Date Druggists use



They not only save 1me and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in bexes of 1,000 each size, at the following prices:

| Numbers. | Price<br>per 1000 | Size<br>when folded. |
|----------|-------------------|----------------------|
| 1        | .30               | 176 x %              |
| 2        | -40               | 2 × 11-16            |
| 3        | -45               | 2 7-16X %            |
| 4        | -48               | 2% x %               |
| 5 _      | -50               | 2% X 1 1-16          |
| 5-B      | .50               | 2% X 1 1-16          |
| 6_       |                   | 3 3-16x3 13-16       |
| 6-B      | .70               | 3 3-16x3 13-16       |

Estimates for any size and quantity furnished upon application. Special contracts made with large manufacturers of Rochelle and Headache powders.

Samples sent FREE on application by mentioning THE SPATULA.

For sale by all wholesale druggists and dealers in druggists' sundries.

A. L. SOUTHER, Gen'l Agent, 73 GREEN ST., BOSTON, MASS.

# Fifty Thousand Pounds

of Stillingia, Blue Flag, Manilla Leaf, Prickly Ash, Palmetto Berries, Red Wild Cherry Bark, for sale. Prepared to take large or small contracts for all kinds of roots and herbs, etc.

# AMERICAN FIBER COMPANY,

Bex 79, JACKSONVILLE, FLA.



Trade W. H. B. WHITE

Registered No. 29,519.

# BLEACHEĎ BEESWAX

Warranted Strictly Pure.

Every cake stamped "W.H.B." and moulded in Round, flat cakes, and packed in 2-lb cartons, in cases of 54 lbs. Oblong cakes, packed loose, in cases of 56 lbs. Ounce cakes, in 2-lb. cartons, in cases of 54 lbs. Blocks (plain) of about 8 lbs., packed in cases of 280 lbs.

White Wax, No. 2, moulded in plain, round, flat cakes, packed in 2-lb. cartons, in cases of 72 lbs.

W. H. BOWDLEAR & CO. BOSTON, MASS.

# The Show Window.

Monthly. 58 pp., 24 Full-page Illustrations, with Colored Cover. Subscription, \$2.00 a year, in advance. Single Copies. 20 cents.

THE SHOW WINDOW is now the recognized authority on window trimming in America. From month to month it illustrates all that has been done to make show windows attractive and remunerative, and also tells what may be done. Its writers are the acknowledged masters of the art of window trimming, its suggestions are practical and valuable, its cost so low that all may become subscribers. It is the official organ of The National Association of Window Trimmers of America.

CAXTON BUILDING, CHICAGO.

These Points have been especially Sharpened to be used as Scarifiers.

# AVOID SORE ARMS.

Established 188a.

Theodore Metcalf Co., Boston, Mass.

All animals subjected to Tuberculin Test.

# Inconvenience of the Capillary Tube Overcome. Something New.

Sterilized Ivory Points charged with Glycerinized Lymph.

Furnished by THE NATIONAL VACCINE ESTABLISHMENT. Washington, D. C.

Believing, if you have been using the capillary tube, that you are about tired of its inconvenience, we call your attention to the PROTECTED and STERILIZED IVORY POINT, charged with fluid lymph, and offer you Something Absolutely New in Vaccine. Use it as a scarifier, and as the lymph gravitates to the point, you will work it in while scarifying, thus insuring a higher percentage of "takes." Working it in, also, in a great measure overcomes the slowness in drying of glycerinized lymph.

In all respects The National Vaccine Establishment is thoroughly modern. A percentage of 98 in primary vaccinations as exercised when directions are followed:

vaccinations is secured when directions are followed.
Rates.—Ten Points Glycerinized Lymph \$1.00,
to mail and telegraph orders.
Discount to Hea ctions are followed.

issed Lymph §1.00. Ten Dried Lymph Points §1.00. Prompt attention

Discount to Health Officers, Boards of Health and drug trade. Send

for sample New England Agents,

NATIONAL VACCINE ESTABLISHMENT.

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Great Convenience.—You do not waste time in breaking off ends of capillary tube and fitting on rubber bulb or tube

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It has ten separate compartments, thus making it possible to grade your sponges. There are always some pieces in a case better than others. An ordinary case of sponges can be assorted into three grades, and you can in this way make more money than trying to sell at one price.

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BOUT fifteen years ago I formed the acquaintance of a druggist and we became very friendly and intimate. A year later I began manufacturing drug-store fixtures in which he took considerable interest, though

neither he nor I, at that time, considered it of any special value to druggists then in business, but only for those about to enter business who must purchase fixtures of some kind in any event. Some four or five years later, however, I had learned some, to me, rather surprising facts regarding the effects of appearances as a factor in getting trade, which I then told him about. This was done not at all in the spirit of soliciting trade from him but as a return, in a way, for the interest he had earlier evinced. I remember very distinctly his remarks, or a portion of them, at least. He said, "Probably that is right in some cases, but now in my case my father established this store many years ago. The people have become accustomed to coming here, and if I should make any change they wouldn't know where to find me. No, it would never do to change this store." The business of the store probably never exceeded seven or eight thousand dollars per year. About a year after my conversation I had an application from a young druggist to fit a store diagonally across the street on another of the four corners. This store was refitted according to the best plans I then knew and all the ideas of up-to-date methods of conducting the business given him. I took great interest in testing modern conditions against the ancient, and for that reason gave the matter considerable attention. Don't think it was done with any intention of conflicting with my friend across the street, -not for that purpose at all. He was seeking prescription trade, chiefly. The new one was going for everything in sight. His trade grew from \$12,000 the first year to a present trade of \$25,000. The other is doing - or was the last I knew—a business of about \$4,000. His old customers are growing fewer each year. Now, this is not all due to fixtures, I would not have you imply. Fixtures of the right kind are the first progressive step in the conduct of a modern store under conditions demanded of an up-to-date business. The druggist basing his plans on the limited opportunities of doing simply the style and

character of business conducted by his father twenty or thirty years ago, must content himself with half the volume of business which that manner of doing it would have yielded and half the profits on the amount he does do. In other words, the same style of effort would bring results nearly seventyfive per cent. less than in those times. Most of us who have been in touch with the retail trade for thirty years know the reason of this change; and of the old timers about one in a hundred live up to the demands of the present condition. I am a most earnest advocate of keeping fully abreast of the times. I think I appreciate the requirements not only in the appearance of the store itself but in other ways of advertising your store into prominence; ways within your reach; those suited to the requirements of each individual case or condition: ways that will increase the volume of your trade, and thereby your profits, and bring about that happy condition of prosperity so much to be desired. There are ways of advertising which are within the means and reach of every druggist in the country, which he can adopt to the building up of his trade, and which he cannot afford to neglect. It is true that a method of advertising which would be applicable to one store and bring the best of results, might have objections, either in expense or from inappropriateness, in case of another. A druggist who has only a single experience from which to form his conclusions may spend much time, worry and money in his experiments before he has found the right method adapted to his particular needs. This is one of the points of value which I can, by my varied experiences, be of great assistance to my customer. Every dollar expended for advertising, and every plan of method which I have to suggest, has been tested under conditions similar to your own. This is why I state, with so much confidence, my ability to increase your business. Some think they know how. Not every one has had the advantage of experience that permits them to KNOW they know how. When you are ready to use that knowledge and will let me begin the right way by making your store a proof and evi. dence of your right to claim a fuller share of the public confidence. I will show you how easy it is to bring it your way by the employment of proper methods, intelligently directed.

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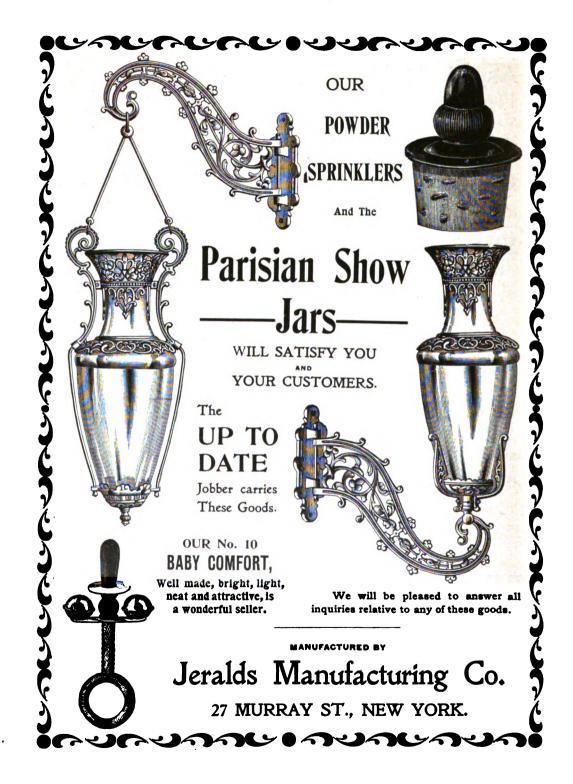
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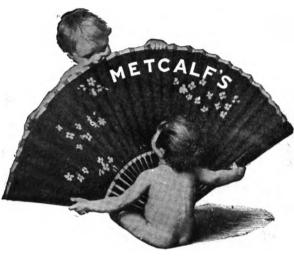
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# THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

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Boston, November, 1800

No. 2

# The Spatula

An illustrated magazine devoted to the business and professional interests of druggists.

THE SPATULA PUBLISHING CO.. Editors and Publishers. PROFESSOR W. L. SCOVILLE, . . Pharmaceutical Editor.

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ET Duplicates of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. It a subscriber send six cents, or if not, ten cents for illustrated catalogue.

# Don't Vawn.



HE first ten minutes of the day is the most critical part of it. It determines the quantity and quality of the work to be accomplished during the day in a

A little vielding to large measure. laziness, to impatience or to other impulses then, colors the entire The real fault with many an "I intended to" lies in a lack of energy during the first fifteen minutes in the store. The morning paper was attractive and you didn't feel like starting it just then. In these fin-de-ciecle days, to wake up early means simply to start promptly.

# Kola flirtations.

The social uses of medicines would be an interesting subject for an article or an investigation. Apropos we learn that Kola nuts are used by some of the African tribes as tokens or warnings. A white Kola nut is a sign of friendship and good will, and a certain number of them sent to a susceptible young lady is received as a proposal of marriage. Contrariwise, a number of red nuts sent to a chief is a declaration of war. But the true native will have his Kola nuts at any cost, whether he has to fight, love or work for it.

# Then, and Now, and Bye-and-bye.

How things do change! years ago the writer was openly derided and called "a fool" for deciding to invest in a pharmaceutical educa-He was the only aspirant of that kind in a city of 45,000 inhabitants. But ideas are different now. The college of pharmacy is an established institution, and its usefulness is no longer disputed. Within the past month we have noticed three articles bearing upon the subject, in which the writers take the position that the financial value of a pharmaceutical education depends entirely upon the use made of it. Rightly used its value is indisputable. editorial in the Bulletin of Pharmacy is particularly trenchant, and will repay reading.

# Hdulterated Oils.

The extent to which lemon and orange oils are adulterated is little realized by most dealers. When an oil which has been adulterated by the addition of fifteen per cent. of oil of turpentine is preferred, even by experts, for its odor to the pure oil, the temptation truly is strong. Consul C. M. Caughy of Messina has just unearthed

another scheme of "doctoring" whereby oils sold on an assay are tampered with after being sealed. A hot iron is applied to the rim of the copper container, so as to melt the solder and form two minute holes. The can is then placed on its side and a portion of the contents allowed to trickle out. The removed oil is then made up by injecting turpentine through one of the holes by means of a syringe, and a hot iron again removes all traces of the work.

# Success.

"Some men think success depends upon smartness, others place confidence in luck, while some try the hazard of roguery," says Mr. J. Rutherford Hill. Did you even know anyone who made a success by combining Some combinations are all three? good and some are bad, but such a combination as those would make is beyond the control of most men. Success is a pretty hard term to define. It means a different thing in different men's minds. Probably every success is the result of a combination, and what that combination shall be, is for each individual to determine, and this is what determines success. To say that one doesn't care how success comes, is equivalent to saying that one doesn't known how it will come, and, in truth, hardly expects it.

# H Discrimination.

More than most business men, pharmacists are called upon to discriminate between things that differ. To decide on a profitable balance between professional and trade actions. There is rarely a difference between professional and trade interests, but there often is between the respective actions. Most actions in the laboratory or behind the prescription counter are professional, whatever their ulterior obiect. A simple trade operation does not involve any pharmaceutical knowledge, but the two may be combined. In estimating values, a discrimination here will help much in deciding a business policy. That men in business are working primarily for profits must be conceded, but a proper estimate of the professional and indirect profits to accrue is as important as a regard for the purely trade considerations.

# The Silver Lining.

There is one way at least in which the patent medicines may be of actual service to the pharmacist. It is the custom of some proprietors of these cutrate articles to employ a collection of cheap formulas as a means of advertising their wares. The formulas are usually "selected" without regard to cost or results, but they catch some because they are in point. stance, we have seen a formula for a "choice cologne" which called for "an ounce of attar of rose" in a pint of A very choice article incologne. deed! Pharmacists will not be in any hurry to disdain such formulas or such trade as these will bring. Even if the formula in demand is not ridiculous from a financial standpoint, it is not likely to prove satisfactory in unskilled hands, and the parties who attempt it will probably want something else in its place after their disappointment is assured.

# Dollars and Cents.

Advertising for Druggists, formerly published at North Adams, will not appear again. Mr. Harry M. Graves, its editor and proprietor, has associated himself with the SPATULA, in which, beginning with this number, he will have charge of a department which will cover the same ground as did Advertising for Druggists. this department will also be treated all subjects relating to the business side of pharmacy, it being Mr. Graves' intention to make the department of the utmost practical value to every druggist. Mr. Graves comes to his work with a ripe experience, not only as an expert in all matters relating to the question of publicity for druggists, but with a practical knowledge as well of pharmacy, gained by actual service of many years behind the counter and at the prescription desk. He will be in a better position than ever before to advise druggists about their advertising and to take charge of it whenever requested to do so.



CHOCOLATE DROPS.

# The Good Old Times.



one time compounds of numerous drugs and herbs were greatly favored by the doctors. One was composed of no less than sixty-

six ingredients, with the properties of which the doctors were absolutely ignorant. The uses of this remedy were almost as numerous as its ingredients. It was to be taken twice a day for three years by persons who had been bitten by venomous animals or who had taken poison; for coughs, colds, flatulence, cold rigors, loss of voice, diseases of the stomach and liver, dysentery, dimness of vision, it was a sovereign remedy, while it was also matchless as a dentifrice.

A medicine for dysentery was made of four parts of powdered snails and two parts of ashes of galls, mixed with one of pepper. This was to be sprinkled on the food as a condiment or taken mixed with water or wine.

Dr. Bulleyn, the Court Physician of Henry VIII., had several curious remedies. "Snayles," he wrote, "broken from the shells and sodden in whyte wine with oyle and sugar, are very wholesome, because they be hoat and moist, for straightness of the lungs and cold cough." Edward VI. suffered greatly from nervousness in his youth, and to cure this Bulleyn pre-

scribed "a small young mouse roasted whole."

Another of this doctor's celebrated remedies was his Electuarium de Gemmis, a compound of precious stones. Pearls, sapphires, jacinth, emeralds, coral, amber, ivory, "thin pieces of gold and silver, of each half a scruple"; these, together with various herbs. were mixed with honey, and the whole formed a medicine against "tumblynge of the harte, favnting and weakness of the stomach, pensiveness, solitariness. Kings and nobles have used this for their comfort. It causeth them to be bold-spirited, the body to smell well, and ingendereth the face a good coloure."

A somewhat similar medicine was a "precious water." It was composed of thirty ingredients, including "the bone of a harte's heart grated, cut and stamped." These were to be distilled "in simple aque vitæ, made with strong ale or sackleyes, and aniseedes, not in a common still, but in a serpentine; to tell the vertues of this water against cold, phlegme, dropsy, heaviness of minde, comming of melancholy I cannot well at this present, the excellent vertues thereof are sutch and also the tyme were too long."

Dr. Meyenne, the chief doctor of his day, and physician to the Courts of both France and England during the seventeenth century, had a special remedy of his own compounding. It

was a "Balsam of Bats"—the name alone would frighten a patient nowadays, while the knowlege that it was composed of "adders, bats, suckingwhelps, earthworms, hog's grease, marrow of stag, and thigh bone of an ox," would certainly prevent anyone from being dosed with it. For gout, Dr. Mayenne prescribed a powder made "of the raspings of a human skull unburied."

A certain cure for headache was to tie a halter, with which a man had been hanged, about the head; moss growing upon a human skull dried and powdered and taken as a snuff would also cure headache. To cure toothache a nail was driven into an oak-tree, extracted, and then placed against the aching molar.

People who suffer from poor memories are recommended to try one of the following remedies.

Bacon said that "brains of hares and fowls in wine" form a good memory strengthener. Another physician recommended a hazel-nutful of mole's fat mixed with calcined human hair; bear's grease well rubbed into the head "will also be found greatly comforting to the memory."

A piece of beef stolen from a butcher's shop and rubbed upon warts would remove them: the beef had to



"Tho said Rats?"

be buried, and as it decayed so would the warts disappear. To rub warts upon a corpse was a certain means of driving them away.

Towards the end of the seventeenth century charms were very popular in England. The Fourth Book of Homer placed under the patient's head would cure quartan ague. Ashmole, in his diary, writes:—"I took early in the morning a good dose of elixir, and hung three spiders about my neck, and they drove ague away. Thanks be to God." It may be noted that he ascribes the cure to the spiders, not to the dose of medicine.

The custom of giving babies when teething a coral necklace is the survival of an old superstition that coral warded off the Evil Eye. Paracelsus recommended it to be kept around the necks of children as a remedy against fits, sorcery, charms and poisons.

Another ancient doctor wrote:—
"Coral bound around the neck takes
away turbulent dreams, and allays the
nightly fear of children. It preserveth
such as bear it from fascination or bewitching, and in this respect is hanged
about children's necks."

## PATENT MEDICINES IN RUSSIA.

Permission to import patent medicines into Russia must be obtained from the Russian Medical Council, which considers the application only when a full description of all the ingredients is given. Permission is granted if the medicine does not contain any injurious, poisonous or perishable substances.

MUST HAVE IT.
I could not do without it.
MARTIN RODAWIG.
York, Penn., Nov. 1, '99.

# Pharmacy 1500 B. C.

Egyptian papyri give us a good idea of the medicine and pharmacy of an ancient civilized community. The papyrus Ebers, written about 1500 B. C., contains between three and four hundred prescriptions, with directions for the use of the medicine. The ingredients of the prescriptions consist largely of some form of food or condiment—as, for example, honey, dates, figs, mulberries and coriander. But potent medicines of mineral and vegetable origin are also included, as lead and copper salts, juniper, castor oil and aloes. In addition, many gruesome substances are included, as the blood, brain and fat of many animals.

The prescriptions contain from one to eighteen constituents; in some cases decoctions and infusions are described. Very commonly directions are given for the solid ingredients to be mixed and taken in beer, milk or wine. Sometimes a kind of confection is prescribed with honey; at others the constituents are made into cakes. Directions are given for the exhibition of the compounds prescribed. Plasters, ointments and collyria are ordered, and inhalations also, which were made by pouring fluid on a hot stone.

There is no definite evidence that pharmacy was separated from medicine in Egypt, though there must have been in those times dealers in drugs. There is reason to believe, too, that many people kept drugs and prepared their own medicines.

## A MOUNTAIN OF ALUM.

There is a mountain of alum in China, 12 1-2 miles from the village of Liou-Chek. It has a diameter of not less than ten miles at its base, and a height of 1,940 feet. For centuries the inhabitants of the country have exploited this natural source of wealth, digging from it yearly hundreds of tons of alum. To obtain it they quarry large blocks of stone, which they first heat in great furnaces, and then in vats filled with boiling water. The alum crystallizes out, and forms a layer six inches thick. The compact layer thus produced is afterwards cut into blocks weighing ten lbs.



Date Palm, West Lake Park, Cal.

(From photograph contributed by Geo. Doehne, Jr., Austin, Minn., to the Spatula Photo. Club.)

# The Law and the Druggist.

BY GEO. HOWARD FALL, PH.D., LL.B.



PLAINTIFF, who was accustomed to take extract of dandelion, went to a drug store to obtain some of this article. He inquired for it,

and the druggist took down a jar marked "Extract of Belladonna," and began to fill the order. Meanwhile, the plaintiff took a few grains out of the jar on the blade of his knife, while the jar was standing on the counter where the druggist had just placed it, put the grains in his mouth, and swallowed them. He soon suffered great agony, and the mistake was discovered. The package, of course, which the druggist was preparing, was not used.

In a suit brought for damages, the plaintiff claimed that because the druggist took down a belladonna jar to fill the plaintiff's order for dandelion, the plaintiff was justified in believing that dandelion constituted the contents of the jar, and that therefore the injury was the result of the druggist's negligence. It was held by the court, however, that the plaintiff could not recover.

The plaintiff had no right to rely on the druggist except to the extent of the filling of his order. If he helped himself to the wrong medicine because the druggist was making a similar mistake, he was himself guilty of negligence, and could not recover. If, on the other hand, he had taken the medicine which the druggist had finished putting up, then, if it was belladonna, the druggist would have been responsible, and not he. But taking the medicine from the jar on the faith of the druggist's action was not justifiable. The druggist might have found out his mistake before he delivered the package, or before its contents were consumed. At the last moment. he might have prevented its being taken, all of which contingencies were removed by the customer's action in helping himself. It may further be said that even if the patient had actually seen that the bottle was marked "belladonna," it was not his duty to call attention to it. He was not expected to know the meaning of the inscriptions on the apothecary's jars, and was justified in relying on the action of the druggist, so long as he took the medicine from his hands. But when he helped himself, even from the same jar, he was himself guilty of the very negligence with which he charged the druggist.

But if the injury has already been

done, and the acts of the injured party are such as to aggravate the injury, this is not contributory negligence. So if the druggist has given a poison in place of a harmless medicine, and the patient, intending to take an antidote to the poison, selects the wrong article, and thereby aggravates the injury, this is not, in a legal sense, a contributory cause to the injury.

In order to free the druggist from the liability resulting from his negligence, the plaintiff's contributory negligence must be such as to prevent the original injury from being in any way chargeable to the druggist. The aggravated or subsequent injury brought on by the plaintiff himself would not have prevented the original wrong, and could only, at best, affect the amount of damages, leaving the right to recover unimpaired.

A Mrs. Marshall, being ill, sent her sister to the drug store for Epsom salts. The clerk there in charge gave her sulphate of zinc, which she took, and immediately became seriously ill. Her friends gave her various kinds of what they supposed were antidotes, her health became greatly impaired. She sued the druggist, and it was held by the court that inasmuch as his negligence was the natural cause of the injury, he must answer to her in damages.

A person was lying at death's door, having been brought there by yellow fever. He was under a physician's care, and the crisis was supposed to have turned in his favor. The physician prescribed for him an enema, one

ingredient of which was "camphor water, four ounces." The druggist substituted, through error, "spirits of camphor, four ounces"; and instantly after the first application, the patient began to suffer intensely. The physician ascribed this suffering to the druggist's error, and said it was the result of the alcohol injected. Next day, the patient died of yellow fever, and the druggist was held liable in damages, which were made very heavy.

In this case, we have a patient suffering from what is frequently a fatal disease, which disease is so aggravated by the negligence of the druggist that the patient dies, not from the wrong medicine, but from the disease. The reason for the druggist's having been held liable must be that any act of a person by means of which the death of another is, to any extent, accelerated, or whereby the disease from which the other is suffering is, in any degree, caused to make progress more quickly than it otherwise would have done, gives to the injured party a right to recover damages.

It does not lie in the mouth of the wrongdoer to say that the injured person would have died in spite of his (the wrongdoer's) action. If death is brought about one moment sooner by the action of the wrongdoer, he is liable even to the same extent as if the injury had been suffered by a healthy individual. It is, of course, impossible to say that any particular person would have died or not. Since the limitations of the human reason

prevent mankind from determining future facts, the law is based on a calculus of probabilities. And this is made up from data grounded on the experience of men skilled in the special sciences. Therefore, we hold it to be murder when one, with malice aforethought, kills a dying man.

## "PHYSIC STREET."

Canton, in China, possesses the queerest street in the world in spite of the fact that in nearly all the big towns in this country there are some remarkable streets. The chief thing of interest attaching to this eccentric thoroughfare is the fact that it is roofed in with glazed paper fastened on bamboo, and contains more signboards to the square foot than any other country. The next interesting fact about the Canton byway is that, though a business street, it contains no other shops but those of apothecaries and dentists' parlors; no professional men but doctors. It is a sick man's paradise and a Chinese's Klondike. They call it Physic street, which is descriptive if not picturesque.



AN ANIMATED LEAF.
(Photograph by George Moses, Reading, Mass.)



## Mhat the Scientists are Doing.



BERIA contains a great salt lake or two in the northern portion. Nearly fifty thousand tons of salt, pure enough for use as a condiment, was taken from one lake in 1896. Glauber's salt is produced in large quan-

tities in a lake near the south.

A new method of rendering oils pleasant to the palate is described in a recent English patent. The oil is first warmed and allowed to stand with animal charcoal diffused through it at a temperature of 120° F. It is then filtered and a little tincture of benzoin and tincture of myrrh is added and it is again warmed. The benzoin and myrrh are claimed to impart "a pleasant nutty flavor which increases the value of the oil for medicinal purposes." If you have to buy that oil at fancy prices by and by e, you will realize what this "increased value" means.

A French chemist has found that heat is very injurious to pepsin, and that its fermenting action is entirely destroyed at 68° C. It is rendered less active at lower temperatures. Curiously enough an acidulated solution is more easily affected than a neutral solution, and the pepsin is destroyed at 55° to 60° C. when acid is present.

A new perfume resembling orange flowers

has been prepared from methyl alcohol and anthranilic acid. It is a crystalline substance when cold, but melts to an oily liquid when warmed to 25° C. (77° F.) It also has a blue fluorescence, similar to oil of neroli.

Schemes for preventing the hardening of rubber articles, or for restoring them when hardened by age are frequently sought. A French journal recommends that the rubber be washed thoroughly, then immersed in a liquid composed of tartar emetic, 2.5 parts, tannic acid, 7.5 parts, sodium sulphite, 2.5 parts, caicium sulphite, 2.5 parts, vater, 350 parts. The articles are allowed to remain in this liquid for two to twelve days, according to their thickness, and then dried in a current of air. It is claimed that the solidity and elasticity of the rubber is restored by this treatment.

A new silver plating preparation, recently patented in England, consists of 15 parts of fused chloride of silver, 150 parts of ammonia water, 30 parts of potassium tartrate, 300 parts of whiting, 60 parts of potassium cyanide, and 0.5 parts of zinc dust. The liquid resembles cream in appearance, and is applied to the article with a soft cloth, and briskly rubbed. It is recommended as a cleaning as well as a re-touching fluid.

Gelatin is being used for the manufacture of cheap ornaments, as spangles, etc. The ornaments are cut out of sheet-gelatin, previously colored, then they are treated with formic aldehyde, whereby they are rendered insoluble and more resistent.

A new surgical dressing is composed of the yellow, silky hair obtained from the bases of certain tree ferns growing in Java and Sumatra. It is called *Penghawar djambi*, and is very effective in staunching the flow of blood from wounds, etc. The fibres are very short and rather brittle, which prevents its being woven into bandages alone, but mixed with the long threads of cotton or wool it can be incorporated into bandages which are absorbent and can be easily sterilized. Its chief advantage is in its power of arresting the flow of blood from a wound.

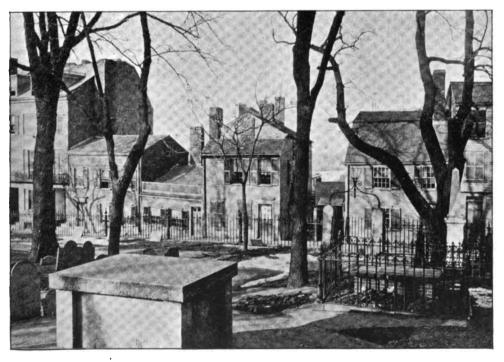
Methyl alcohol is suppose 1 to be poisonous, but a recent patent on a process for improving newly distilled liquors so as to render them more fit for consumption, consists in adding purified methyl alcohol to the spirits and then exposing the latter to the action of strong light. It is claimed that the fusel oil is destroyed by this means.

Hydrocyanic acid has been found in red and black currents.

Dr. Schenck's law of sexuality has been applied to plants by an American botanist who says that the sex of a flower-bud is the result of nutrition. But in the genus homo that law is being discredited,—at least in Russia.

"Electricity is the life" of plants as well as of animals, since it has been found to materially hasten the germination and growth of plants. One of these days we may have strawberries and garden-sass grown to order "by electricity,"—short orders. Or, perchance, the herb-druggist will have a garden in his back shop where can be secured fresh hesbs of all sorts, grown at command, by electricity. Take heed, ye enterprising pharmacists!

Plants have to fight disease germs too, and their weapons are found in the tannin, oxalic and other acids, and in the essential oils which they produce. Sometimes the plant gains immunity from a disease by having it once, or something like it.



Copps Bill Burying Ground,

## **Urine and Its Hnalysis.**

BY W. A. GARDNER, M. A., PH.G.



N the words of Dickman, "Urine as normally constituted is the result of that retrograde tissue, meta-morphosis, constantly going on in the healthy body, plus the products of such foods, both solid and liquid, as are intro-

duced into the body to sustain life."

#### Appearance.

Normal (acid) urine is voided clear and transparent, as all acid and normal salts present in such urine are soluble in water, and only in such cases where the water is diminished in quantity does the urine become turbid.

The reason for this: By the taking away of its water it can no longer hold the salts in solution, more especially the urates.

It may still be acid in reaction, although turbid in appearance, as cited above.

This turbidity takes place mostly after elimination, but can occur before. Alkaline urine is usually voided turbid, because salts present—namely, alkaline phosphates and carbonates of the alkali earths—are practically insoluble in water.

It does not follow, however, that clear and transparent urine has all its constituents in true solution. Traces of albumin such as may be present are only held in suspension; this being shown on filtration of same, considerable time is required for it to pass through filter and to filtration, may even be brought to a standstill.

Urine when freshly passed may contain a few epitheiled casts and a small quantity of mucus without any pathological significance.

All urine becomes turbid on standing. This may be due to an excess of urates, phosphates, mucus, pus, chyle, and substances of like nature.

By heating, any turbidity due to phosphates will be increased, which same disappears at once on the addition of nitric or acetic acids.

If turbidity due to urates, heat alone dispells it.

If due to pus or mucus, it is increased upon heating, or upon the addition of acetic acid.

Again, it may be too dense to pour from a vessel.

Alkaline urine containing much pus, highly albuminous urine, or urine containing sugar in abundance, all have this tendency.

Chylous urine (white urine) is very often viscid in appearance, this is due to presence of free fat.

Normally, urine is of an aqueous consistency, containing in all but 6 per cent. of solid matter.

#### Constituents.

Among the basic properties of urine are most notably the following: Ammonium, Calcium, Magnesium, Potassium, Sodium and Urea; while the chief acids are Carbonic, Hydrochloric, Sulphuric and Uric. There are also several kinds of coloring matter to be found.

Besides the normal constituents, others of an abnormal nature, such as Albumin, Blood, Bile, Pigments, Glucose, Peptones and the like, or the normal constituents may be found in abnormal quantity.

Quantity and quality of ingested food often leads to an increase of the basic or acid constituents without showing anything especially the matter.

Bases and acids present being united according to their chemical affinity, and quantity of each present, and only is this chemical balance disturbed by an excessive elimination of certain constituents, such as uric acid, thus causing a precipitate of urates to take place.

Urea and sodium chloride goes to make up the larger portion of the solid matter; onehalf to the former, while about one-fourth to the latter.

#### Collection.

It is impossible to make an analysis without the amount passed in twenty-four hours.

The reason for this is obvious, as the relative quantity of solids and liquids varies during the twenty-four hours, so that in order to obtain a sample which represents the average product, it must be taken from the entire volume voided.

When getting urine for analysis, have patient use care and collect same in a perfectly dry and clean vessel, glass preferable. If the vessel be not dry and clean, decomposition is sure to take place much too rapidly.

Take urine from one time one day to the same time the following day. It must be kept well stoppered, and should be kept in a cool place. For analysis, four to eight ounces is plenty to use.

If urine to be examined cannot reach analyst at once, a little chloroform added to it will facilitate the keeping for a short season.

If such an average sample cannot be obtained, then the time should be noted; that passed early in the morning most desired.

For microscopical examination, recently voided urine should only be used, as a slight degree of ammonical decomposition will cause such constituents as casts and epitheliel cells to take place.

#### Color.

The color of urine depends somewhat on its concentration. A highly concentrated urine is usually dark, while a lighter colored one shows a lesser degree of concentration, the exception being only in diabetic urine, which even if highly concentrated possesses a high yellow color. If of an acid reaction dark; if of an alkaline lighter, the latter always becoming darker upon addition of an acid.

Urine varies, depending upon degree of concentration and per cent. of solids present

Normal urine is from a golden yellow to an amber color.

A pale-colored urine may arise from the abundant elimination of water, as in diabetes mellitus, diabetes insipidus, chronic interstitial nephrites, ingestion of much liquid (polyuria) etc., hence, absence of color.

Any concentrated urine can and probably will, after the introduction of a large quantity of food into system, or after severe muscular exercise, or as the result of elimination of much water through other channels, assume a color changing from dark yellow to red. This resembles very much in appearance that urine passed by a fever patient.

Usually, a dark urine is due to presence of coloring matter—blood pigments, melantic acid. etc.

If due to hemorrhage and same deep-seated, brown.

If only superficial, red.

Blue or black, decomposition has already taken place in the bladder.

When smoky color, like haze of an Indian summer's day—this in poisoning by carbolic acid.

The fact that urine is often colored as a result of the ingestion of certain drugs, most notably santonin, saffron, etc., must also be borne in mind.

If color so pronounced as to interfere with chemical test, it is necessary to decolorize, which same being accomplished by treating with purified animal charcoal.

#### Total Solids.

Total solids are calculated in two ways: First, By evaporating to dryness and weighing residue. Second, By multiplying the last two figures of the specific gravity by 2.33. This equals number of parts in 1000 c. c.

Substances which make up gravity—glucose, sodium, urea, etc.

If total solids are deficient, something is being stored up and disease is lurking in system.

Total solids being decreased when epithelian is injured or broken down, then it is blood albumin comes into the urine.

To be continued.





## Photography.

CONDUCTED BY CHARLES J. BURGESS, M. D.

#### EDITORIAL NOTE.

[The aim of this department will be to make it of practical interest to all those who are interested in photography. Any reader of the SPATULA who has a formula that has proven of value to him, or has a method of preparing material for use, a suggestion or an idea that would be of service in the work, is invited to send it for publication. Questions on this subject are also requested.]

#### Prizes.



HE SPATULA offers a cash prize of five dollars to any of its readers for the best photograph representing a subject in some way connected

with the drug business. A photograph containing some element of life, such

as a child, a cat, a dog or a bull-frog, will probably stand a much better chance of getting the prize than one representing inanimate objects entirely.

There is no restriction as to size or materials used. What we want is picturesqueness and originality. The competition will close March 15, 1900. The SPATULA reserves the right of keeping and reproducing any of the photographs it may select.

It will be much better to send in the photographs as soon as possible rather than to wait until the last minute. There will be no limit to the number of prints any one person may enter. The photographs need not be mounted.

#### Trimming and Mounting Prints.



O doubt to most persons the trimming and mounting of a print see us a very simple thing. It is much more difficult than it seems, however, for how often do we see an otherwise beautiful picture handicapped by injudicious

trimming, or a poor mount, or both.

In the first place the print should be trimmed perfectly square. This cannot be done with a pair of shears using the eye as a guide. An excellent trimming-board can be made from a piece of clear pine, twelve inches square and one inch thick, smoothed over one or both sides and unfinished. With a soft lead pencil rule the board with squares of one inch. Now purchase a glass form, made for this work, and to be found at almost any supply house. A glass one is preferable, for with it one can see how much of the print he is cutting off. With the aid of a sharp knife, such as is used by paper-hangers, and kept sharp with a piece of fairly coarse emery cloth, by using the lines on the board as a guide we may secure squarely trimmed prints.

If one has a large number of prints to mount and he does not care to purchase prepared paste, he may use paper-hanger's paste or may make his own by boiling starch to a very thick paste, and then straining it by forcing it through a fine cambric bag. The paste should be so heavy that it will not go through the bag without twisting it. A little ground alum dissolved in hot water and mixed with the paste will prevent it from souring.

The prints should be laid one on top of the other, face down, wet, on a pasting-board such as was described in a former number of the SPATULA, and the paste applied with a broad flat brush, preferably one with black bristles, for then if a bristle works out it can be seen and removed before the print is placed on the mount.

As to the style and color of the mounts, personal taste must dictate, as there are so many colors and finishes on the market and the subjects of the prints differ so greatly, that no hard and fast rule can be laid down, but it is advisable to choose a mount that has a liberal margin. A 4x5 print looks better on an 8x10 mount than a 6½ x8½ print would on a card of that size. Personally, dark rather than light mounts are preferred, and those with a dull surface rather than a glossy one.

Mounts which are quite artistic and different from those found in the store, can be easily made by taking a piece of rough drawing paper a little larger than the mount you require, cut a piece of zinc about the size of the plates you are using, the corners may be left square or rounded as one desires, place the drawing paper on a smooth board, put the zinc in the centre and apply pressure by putting it in a letter-press. If sufficient pressure has been applied, the result will be a smooth, sunken centre in which to mount the print and a rough border all around it. The smooth. sunk centre should be from a quarter to half an inch larger than the print to be mounted.

If a heavier mount is desired, the paper can be pasted on a piece of cardboard, but if this is done the zinc should not be used until the paper is almost dry. There are several rough papers on the market of various tints that may be used for this work, such as ingrain wall paper and artist's papers; even paper used by grocers and butchers when backed up by a piece of cardboard and treated with the zinc make nice mounts.

Another material used for mounting pictures is a stiffening for dresses to be found in dry goods stores. Pictures are either matted with this material or they are pasted on the centre as on an ordinary mount. The advantage in matting them is that the piece cut from the centre will answer for a print of a smaller size. If there are any creases or folds in this material they are readily removed by dampening the cloth with a sponge and pressing it with a hot iron.

A short time ago, I saw a seascape mounted on a piece of burlap that had been stiffened with a strong solution of gelatine. The finished picture was fastened to a thin board and a piece of three-fourths inch manila rope fastened to the edge for a frame. The result was both pretty and artistic and cost but a trifle.

Don't be afraid to sacrifice half or even twothirds of a print in order to secure that portion which is of interest, for the less you show of the uninteresting the more you accentuate that which is picturesque or artistic. It is far better to trim a print to 3x4 than to have the same occupy the centre of a 5x7 print, and the balance of the picture consist of an uninteresting foreground of grass and the sides of a character.

Do not cut and slash your print recklessly or you may cut it down too much, go at it carefully. Try it by placing pieces of cardboard around the print and find out how much you need to cut off to make it look well; then go ahead.

The mounting of prints as above mentioned applies to those of a dull finish, especially so where mounts are prepared with the zinc plate, for if they were burnished after mounting the plate sunk centre would be obliterated. For velox, bromide, platinotype, dekko and other such papers this method is excellent.

For mounting pictures with a glace finish, those obtained with the ferrotype plate, there are several methods in use. One is to coat the back of the print with a solution of Cooper's Isinglass or of gelatine while it is on the ferrotype plate; when the print has been removed from the plate the card mount is dampened with a sponge, the picture placed in position and rubbed down to remove the air bubbles.

Another method is to apply the paste to the back of the print in the usual manner, care being taken to avoid getting any paste on the front of the picture, when they are mounted in the usual manner. The objections to this plan are that it is next to impossible to keep the paste off the face of the print, and if one is successful in this the print always looks as if the paste had been applied in streaks, for it is impossible to rub the print down smooth.

By far the easiest method to mount squee-

geed prints is to use the Zarno card mounts. especially for the 4x5 or smaller sizes. In the larger sizes the picture will not lie down smoothly, so they are not desirable. These mounts are made in several tints and with both rectangular and circular openings. They consist practically of two pieces of cardboard, a front and a back one. The front is tinted and is in the pattern of a matt; the back is a plain piece of a cardboard with an aperture at one side through which the print is placed in position, no pasting or trimming of prints being required. There are also several albums on the market made for squeegee prints that are commendable, for one not only knows where his prints are but they are kept clean.

In mounting prints that are to be burnished, the mounted pictures are allowed to become perfectly dry, when they are rubbed over with lubricator, preferably a piece of canton flannel (white) moistened in clean water and rubbed over a piece of white Castile soap. The burnisher is allowed to get quite hot, care being taken not to burn the prints, and the pictures are run through under pressure, thus giving them the desired gloss.

#### Photographic Periodicals.

Wilson's Photographic Magazine (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year (with Spatula, \$2.50); 25 cents a number. New York.

Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

The Photo-Beacen, \$1.00 per year (with Spatula, \$1.75); recents a copy. Chicago.

The Photo-Miniture (monthly), \$2.50 per year (with Spar-ULA, \$2.00); 25 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents a copy. New York.

Photographic Life (monthly), \$1.00 per year (with Spatula, \$1.50); 10 cents a copy.

#### Spatula Photo Club.

The November list of contributors and photographs sent in to the club will be published in our December issue.



[It is the wish of the editor of this department to make it of as great practical value to the readers of The Spatula as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to fi we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

#### Naval Apothecaries.

A candidate for the position of Navel Apothecary must be a graduate of some college of pharmacy, and must pass an examination before a board of medical officers appointed for that purpose. The examination is usually competitive, and may be given in several places at once. Only college graduates are eligible. Notices of the holding of such examinations are usually posted in medical and pharmaceutical schools and other places where they are likely to attract the attention of qualified men, at least six weeks in advance. The scope of the examination may be ascertained by addressing a request to the Bureau of Naval Construction, Navy Department, Washington, D. C.

#### Wine of Cod Liver Oil.

Very little is known about these preparations. The "active constituents" of cod liver oil are said to be extracted by shaking the oil first with a five per cent. solution of sodium bicarbonate, in order to neutralize any free acids present, and then to shake the oil with a quarter or an eighth of its volume of strong alcohol, which extracts "the active principles." The results will depend upon the character, age and condition of the oil used. But at any rate, an alcohol liquid so prepared might be mixed with wine, and the resultant liquid correctly termed a wine of cod liver oil. Here are three formulas, taken from Griffith's, Era and the Standard Formularies, respectively.

Gaduol, 32 grs.; alcohol, 1 oz.; magnesium carbonate, 2 drs.; port wine, 15 fl. ozs.; simple elixir enough to make a pint. Mix in the order written, allow to stand 24 hours and filter.

Gaduol, 64 grs.; alcohol, 1-2 oz.; Fuller's earth, 1-2 oz.; syrup, 2 ozs.; port wine enough to make a pint. Prepare as above.

Morrhuol, 64 grs.; glycerin, I fl. oz.; Fuller's earth, I-2 oz.; fluid extract of wild cherry, 2 fl. ozs.; fluid extract of licquorice, 3 fl. ozs.; syrup, I fl. oz.; fluid extract of malt, 6 ozs.; compound syrup of hypophosphites with iron and manganese, 3 ozs.; caramel sufficient to color. Mix all except the last two ingredients in the order written, shake occasionally during 24 hours and filter. To the filtrate add the compound syrup of hypophosphites and the caramel if desired.

#### Armenian Bole.

R. R. V., Chicago, Ill., writes, "Kindly give me full particulars about Armenian bole, as description, where obtained, or where to read upon it."

"Full particulars" is a pretty broad term and may include so many things that we cannot know whether what we may attempt will hit upon the right line or not. Bole is a clayey earth which is nor-plastic when moist has an unctuous feel, and presents a shining surface when cut. It always contains iron, to which its color is mainly due, the latter varying from yellowish to a red or brown. It is frequently found as a product of the decomposition of rocks. Armenian bole contains a considerable proportion of iron, which gives it its reddish color. Beside this it consists chiefly of a hydrated aluminum silicate. It was formerly obtained from Armenia, but is now prepared by triturating and elutriating native earths found in various parts of Europe.

The boles formerly enjoyed a high distinction in medicine as absorbents and astringents. Lemnian bole, a yellowish earth found in Lemnos, an island of the Greek archipelago was regarded as sacred. It was dug only once a year, with much ceremony, was mixed with goats' blood and made into small cakes or balls which were sealed by the priests and termed terra sigillata. Probably testimony as to the high value put upon the boles as medicinal agents may be found in old works on medicine. At the present time they are rarely used medicinally, but are employed to some extent in coloring tooth or dusting powders and in making enamels. Articles upon the subject will be found in the dispensatories and the larger works on chemistry.

#### Compound Syrup of Hypophosphites.

"Subscriber," Roswell, New Mexico, asks for a formula for a Compound Syrup of Hypophosphites which shall contain the hypophosphates of sodium, potassium, calcium, manganese, iron, quinine and strychnine, which shall be clear and white.

This is a new idea to us. The demand in the east is to get a cloudy syrup which shall be slightly, but not too deeply, colored. There is only one colorless salt of iron, and that is the phosphate. Not the soluble, cealed phosphate of iron of the Pharmacopæia, but true ferric phosphate which is insoluble in water but is soluble in acids. Such a salt is formed, for instance, when tincture of chloride of iron is mixed with phosphoric acid.

In dissolving ferric hypophosphite in water,

sodium citrate is commonly used, which intensifies the greenish color. By forming ferrous and manganese hypophosphites freshly by mixing ferrous sulphate and calcium hypophosphite and manganese sulphate and calcium hypophosphite in proper proportions, with sodium citrate, a solution of these salts is obtained which is but slightly tinted. The freshly formed hypophosphites are more sol uble, and possibly our correspondent will find this method satisfactory. But to get a strictly colorless syrup, we can see no way except to substitute ferric phosphate for the hypophosphite.

#### Insect Destroyer.

In France a standardized tobacco-juice is used with much success for destroying parasites on plants or animals. It is essentially an infusion of tobacco, free from resinous matter and of a standard strength in nicotine. It can be used as a spray on plants, after diluting, or more effectively, the juice diluted with about five times its volume of water and rendered alkaline by sodium carbonate, is poured upon hot bricks or iron, so that it evaporates very rapidly, and the steam penetrates the foliage and the crevasses and destroys all insects. This is a more cleanly as well as a more effective way of using it than spraying.

Some of the French orchard proprietors have testified that it is a costly but most efficacious method of ridding trees and vines of destructive parasites. A simple infusion of tobacco to which about an ounce of sodium carbonate per pint has been added, will suffice for small operations.

#### Powdered Flavoring Extracts.

H. H., Spokane, Wash., asks if we can give any information or formulas for the manufacture of Powdered Flavoring Extracts.

These have recently come under our attention, and we know but little about them. The basis is cane sugar, which is saturated with the flavoring. Judging from their appearance, taste, etc., we should say that the vanilla extract is a mixture of vanillin, cumarin and sugar, ginger extract is sugar to which tincture of ginger has been added and then

dried; peppermint extract appears like a mixture of menthol and sugar; lemon extract and orange extract are not so plain. Probably some oil is used in these latter, but we suspect vanillin also. We know a good pharmacist who is making an analysis of these preparations. We expect to publish the results when finished. That will not be for some time, but watch for it about next spring.

#### Origin of Show Colors.

J. A. R., New Rochelle, N. Y., asks for "the origin and the meaning at the time of origination, of the colored bottles which decorate the windows of pharmacists."

This is a simple and natural evolution. There are many medicinal preparations which have an attractive color, particularly in dilute solutions. Such, for instance, as a weak solution of iodine, a tincture of hydrastis, compound tincture of layender, etc. Pharmacists. like other tradesmen, have found it profitable to display their wares in the window, and those which were most attractive were naturally selected. Originally these were displayed in bottles, labelled in Latin or in the alchemic signs of the olden time. To display them in fancy bottles was another step in the evolution, and these being less easily adapted for labelling, the latter was gradually dropped. As the size of the bottles or globes increased in rivalry, the simulating of medicinal preparation was found to be cheaper and quite as effective, and then, both label and preparation having been substituted, the original plan was gradually lost sight of, and the effort is simply to display a handsome color in a handsome jar. In the old towns in Europe, there are occasionally to be seen globes or bottles bearing the alchemic signs, that plan not being entirely obsolete as yet.

#### Lactated Elixir of Pepsin.

Two correspondents have asked for a formula for this preparation.

In looking up this subject we were somewhat surprised in failing to find a formula which appeared desirable in the literature at our command. We have, consequently, been to some trouble in obtaining such a formula. Through the courtesy of one of our subscribers

who has had considerable experience in preparing and dispensing this preparation, and who considers that the therapeutic effects are quite as necessary as pharmaceutical elegance, we are enabled to offer the following formula, which is the one used by him.

Pepsin, 75 grs.; takadiastase, 8 grs.; pancreatin, 40 grs.; lactic acid, 15 mins.; hydrochloric acid, 15 mins.; glycefin, 1 oz.; alcohol, 4 ozs.; syrup, 4 ozs.; oil of orange, 2 mins.; rose water, 2 ozs.; water enough to make a pint.

Mix the glycerin, water and rose water together and dissolve the acids and solids in the mixture. Dissolve the oil of orange in the alcohol and add to the aqueous solution. If desired, the elixir can be colored with cudbear.

#### Solution of Citrate of Magnesia.

J. J. G., Fresno, Cal., writes concerning this as follows:

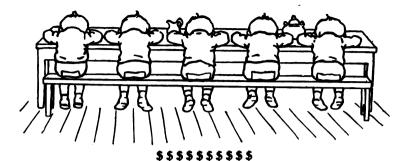
I enclose you a formula for citrate magnesia, which I have used for the last five years with much success. It keeps indefinitely. Have kept it as long as three months without it turning or decomposing a bit. Have worked quite a trade on some people coming to buy magnesia from us when they deal at other stores. I admit that the salycilate acid in the formula does not belong there if we take the U. S. P. as a standard, but I have as yet to find a physician who objects to the formula when the matter is explained to him, and I have shown it to many.

#### PERMANENT SOLUTION CITRATE MAGNESIA.

Sodis salycilate, 160 grs.; citric acid, 36 ozs. av.; mag. carb., 16 ozs.; water, 18 pts.

After complete solution filter into 5 pts. simple syrup, to which 2 or 3 ozs. of soluble essence of lemon has been added. Make 32 bottles of 12 ozs. each, lay on side in cool place, drop few crystals of pot. bicarb. in bottle at time of dispensary. Use patent stopper bottles. The SPATULA is worth its weight in gold.

U.S. or Canadian postage stamps accepted in payment of subscriptions.



## Dollars & Cents

\$\$\$\$\$\$\$\$ CONDUCTED BY HARRY M. GRAVES.

#### Foreword.



HE province of such a department as this isn't limited except by the versatility of its conductor. This last named individual in the present instance is authority for the statement

that it is the intention to discuss in these pages under the head of "The Struggle for Publicity" any subject or matter which will tend to give points in business conduction, or which will have the effect of making the druggists wake up and strive to be better business men. The professional side of pharmacy is sufficiently well looked after elsewhere.

#### On Buying.

To overbuy ties up too much money. Every drug store has a fixed, normal buying limit. To go over this limit both overtaxes its capital and makes greater the liability of loss on depreciation of stock. The goods get shopworn before they are sold, which hurts your reputation as a dealer in fresh, pure drugs and new, up-to-date merchandise. Learn as quickly as possible your buying limit and adhere to it as closely as circumstances will allow. Buying up to a fixed limit, if it is an equitable one, will allow you to pay your bills more regularly and will make your account

with your jobber active, which assures more appreciation and favors than if you order a large bill of goods three or four times a year and take thirty, sixty or ninety days to pay for it.

To buy right means that the time when you can discount all your bills is not far off. After you once get in a position to discount all your bills and something happens which for the time prevents the practice, make some personal sacrifice until you have retrenched sufficiently to bring back this little source of income. One per cent. here and two per cent. there seems too small, as the bills come to you, to take advantage of. There are of course some lines where ten days means five per cent. and six per cent. Scale all bills down to the lowest current market price. Set apart a time to do this and always do it. It may mean the saving of a dollar on a \$40 bill of goods and it may mean that you will have your trouble for your pains, but don't neglect it. There is an instance, with which I am personally familiar, where a druggist who did a business of \$11,000 for the year saved close on to \$300 in discounts during that period. This druggist is saving clear of all expenses, personal included, \$1,000 a year, while his competitor down the street, doing about the same amount of business, has hard work to meet his

bills. Exercise all these little prerogatives and you'll find that it helps to make you a better business man; it develops the business instinct; makes you take care of the cents while the dollars are in the bank drawing interest.

Did you ever see a drug store that did not have anywhere from \$100 to \$1000 worth of "dead stock"? By "dead stock" I mean that which cannot be sold at any price, or that which if disposed of at all will have to be sold at a sacrifice, probably less than cost. The best way to meet the "dead stock" problem is not to have any "dead stock." Study the needs and discriminations of your trade as you study your Pharmacopæia. It is the only way that you can avoid loading up unsalable goods. Be as thorough and "near" in your buying as the most thoughtful judgment can make you. If by failure to "read the signs aright" you should get too much or too many of certain lines or articles, dispose of them before time and misuse depreciates their value further. Sell them at some price when they are new, don't wait until they are shopworn and then throw them out the back door. Realize what you can on them.

Do you ever go into any other drug store beside your own and look round carefully? You'll find that there are better ways of doing a thing than your way. Make it a point, especially when in a strange place, to go into all the drug stores available and learn as much as you can, in a casual visit, of their methods. By a composite combination of all that is good you can make your store a model pharmacy.

#### Holiday Advertising.

When the time for holiday trading comes along every druggist feels that he must make an unusually strong plea for business in the columns of his local newspaper. If he never advertises during the rest of the year, the first or second week of December finds his announcement in all the advertising mediums at hand. This unusual activity in advertising hardly ever makes him a permanent convert and if asked about the matter he excuses it on the ground that the rest do it and he must.

In all seriousness the holiday season offers exceptional returns for that druggist who will infuse enough individuality and life into his announcements to make them "stick out" from other similar efforts and carry conviction with them. There is not much question as to the advisability of making extra advertising efforts to get your share of the holiday trade. To be successful, holiday advertising should be comprehensive, yet spe-Take one article representative of a class and dwell on its strong points in an unconventional way; put into your arguments all possible selling power. Under no condition should you omit the price of this special article. Direct that the typographical display of your newspaper advertisements be as simple as possible, for herein will you secure greatest strength. One display headline, the text in plain fair-sized body type and the signature in small bold-faced type, is a good rule to follow.

Other auxiliary methods of advertising are the attractive arrangement of the goods in your store, striking window displays, a personal circular letter to prospective customers and a booklet describing the different lines of goods you have to offer. In the circular letter preserve the dignity of your calling, yet "thaw out" enough to make your invitation



"LET'S TALK BUSINESS."

to call carry welcome with it. These letters should be mailed to a selected list of prospective customers, preferably those to whom the opportunity for trading is limited, as the farmers. They appreciate a letter of any sort, and are very apt to do some trading with anyone who seems to take the interest in them to write them a letter. If these letters were mimeographed in imitation of the work of the type-writer, most effectiveness would probably be obtained. This sort of work is done at a moderate cost by anyone who makes a business of doing miscellaneous typewriting. With a good booklet enclosed this letter makes the strongest kind of a bid for trade. For your convenience, copy for a letter, embodying the proper spirit may be appreciated:

Dear Christmas Shopper:—In your attempt to choose appropriate and appreciative Christmas gifts for your friends, we want to aid you. By reason of having devoted a deal of time and study to make your choosings satisfactory, if purchased here, we are able to guarantee you better service than will be offered elsewhere. There are many of the fine points of gift choosing that the attendants here have down fine. They don't bore you, but by their delicate assistance they make your holiday shopping unusually pleasant.

The goods which we have appropriate for the season are honest, and thoroughly commensurate in value with the price charged. We can't describe them here but we extend to you an invitation to call and look them over. Whether you buy or not, you'll feel better sat-

isfied after seeing our showings.

Assuring you of our intelligent assistance in "looking" at our goods and repeating our invitation to call early, we are, at your service,

PUSH & PROSPER.

By Dec. I you ought to have at least a thousand good booklets ready for distribution. Distribute some of them by mail with your circular letter, and the rest lay aside in some handy place and insert one in every package that leaves your store, calling attention to the fact that you are doing this. As to the sort of a booklet adequate, I should say a twelve-page affair would be large enough to say everything necessary and still not too large to cost too much. The matter in this booklet must be specific. Avoid a general description of the several lines of goods you

have to sell. Take one particular article representative of a class, describe it thoroughly and mention its price after the same manner as outlined for your newspaper advertising. It won't be necessary to have a cover for this booklet and a proper size would be 5 1-2 x 3 1-4 inches. Have it printed on a good quality of paper and extremely simple typographically, following the style laid out for your newspaper advertising. For a title you might use something of this sort, "To Help You Choose Appropriate Christmas Gifts."

There is laid out above enough suggestions for a vigorous holiday advertising campaign. It ought to be valuable to the druggist who hasn't the time or inclination to formulate plans of his own. Of course it is only general in nature, as it is written to fit as near as possible the needs of the greatest number of druggists. Fill in the details yourself, infuse into the plan your own individuality and you'll get results.

#### Suggestions.

This department will be only partly fulfilling its mission if it alone suggests. We want your suggestions and the ideas of advertising druggists everywhere. Submit your advertising matter to this department for review.

#### Advertising Literature.

Profitable Advertising (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cents per copy. Kate E. Griswold, editor,

Boston.

The Show Window (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents per copy. 1130 Caxton Building, Chicago.

Printers' Ink (weekly), \$5.00 per year (with Spatula, \$5.00); 10 cents per copy. New York.

Advertising Experience (mouthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. Irving G. McColl, editor, 1536

Merquette Building, Chicago.

As in Advertising (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. H. C. Brown, editor, New York.

The National Advertiser (weekly), \$2.00 per year (with the Spatula, \$2.25). Per copy, 5 cents. New York.

Fame (monthly), \$1.00 per year (with Bpatula, \$1.75); 10 cents per copy. New York.

Advertising World (monthly), \$5 cents per year (with the Spatula, \$1.00). Columbus, Ohio.

The Ad-Writer (monthly), \$1.00 per year (with Spatula, \$1.75). St. Louis, Mo.

Advertisers' Guide, (monthly), 25 cents per year. New Market, N. I. Advertising Success, (monthly) \$1.00 per year, (with Spatula \$1.50) New York.

ET Duplicates of nearly all the cuts used in this magazine are for sale. Try one in your circulars or local advertisements.



DIFFER from those of the rest of the year only in the distinctiveness and increased richness of the packages, and in the variety of delicate and rare odors.

This is a difference that makes a purchase now twice the value of other times with no increase in cost.

Fastidious or refined, exacting or immaterial, your tastes will surely find perfect satisfaction here. The packages of perfumes range in every style and price, from the plain one-drachm vial, at 10 cents, to the rare pattern in cut glass at as many dollars.

#### **HELIANTHUS**

as an exclusive and delicate odor, is a triumph of the perfumer's art.

50 CENTS AN OUNCE.

Model ad designed and written by Harry M. Graves especially for subscribers to the Spatula. Cut out or send for proof slip and give to your local paper. An electrotype of the above cut will be mailed on receipt of 20c.; with Spatula one year, \$1.20.

#### FOOD OR MEDICINE?

Phosphate of calcium, iodide of calcium and guaiana enter into the composition of "medico-hygienic-peptonized" buns and muffins, advertised by Paris bakers. The druggists say that this kind of bread comes close to being medicine, and should be dispensed only by qualified chemists. The Chamber of Parisian Pharmacists have called the attention of the police authorities to the matter, in the hope that they will cause the practice to be discontinued. The medicated bread, it is said, has a large sale among consumptives in Paris.

#### ICE-MAKING PLANTS.

The production of ice-making plants, once a novelty to be specially noted, has now become a standard industry of large proportions, and capital has been liberally invested even in the far Pacific in the manufacture of artificial ice. Two methods have become promi-In the can nent in these establishments. method the cool brine surrounds thin metal cans within which is enclosed the distilled water to be frozen; in the plate method, the cooled brine or ammonia, itself in coils, circulates between hollow plates, some ten by fourteen feet in area, on the outside, of which the ice forms in the water tanks. In the can system, blocks weighing 800 pounds will be frozen in from fifty to sixty hours, while in the plate system the ice forms fourteen inches thick over their area in from nine to fourteen days. The product of the plate system costs less, although the plant costs more.

#### ADVERTISING IN S. A.

Some years ago a dealer in New Orleans sent a lot of patent medicines to an American agent at Santiago, Chili. Among the stuff was a supply of toothache drops, which were warranted on the bottle to cure the worst case of toothache in ten minutes. Here nobody would take such an assertion seriously, but down there it is different. The first man who bought a bottle made an immediate application, and then pulled out his watch. When ten minntes had elapsed and the tooth continued to ache, he was furious, and at once had the The poor fellow was fined agent arrested. one thousand dollars and sentenced to three months in jail. Through the efforts of the American consul the imprisonment was knocked off, but he had to pay the fine, and it broke up his business. The story is absolutely true, as can be testified to by a dozen people now in the city.

#### FROM THE AD-WRITER.

The Spatula, of Boston, is one of the best druggist magazines published, and the evidence of its popularity is shown in a booklet sent out by that paper containing many hundred testimonials of highest commendation from all parts of the country. The Spatula is all right in every particular.

### The Sense of Taste.



HE tongue is not the only organ used in the enjoyment of this sense, and alone it is scarcely capable of appreciating delicate flavors.

The difference between salt and sugar when placed

on the tongue is hardly perceptible, provided the tongue is not allowed to touch the roof of the mouth and the lips. Indeed, the act of getting the full enjoyment of a flavor, commonly called smacking the lips, consists in bringing the tongue into contact with the roof of the mouth and the lips. By this act the substance to be tasted is spread over the surfaces of these parts, particularly of the tongue, and mixed with the saliva.

Just how this act produces taste is not exactly known; but we do know that the tongue is covered with two layers of skin, the lower one thick and filled with nerves, and the upper one thin and porous. The nerves in the lower skin are the nerves of taste, and probably are set into vibration by the substance tasted, very much as the exquisitely sensitive nerves of the retinæ are affected by light, or the nerves of the ear by sound. At all events, the sense is conveyed to the brain, where we involuntarily distinguish between pleasant and disagreeable tastes.

The nerves, moreover, of the tongue are not all alike. In the tip of the tongue they are clustered together more closely than at the back, and transfer to the brain a different sensation. For instance, a little powdered alum placed on the back of the tongue tastes sweet, whereas on the tip it tastes acid.

The sense of taste is an almost certain guide to the wholesomeness of foods, and a monitor which warns us when we are in danger of swallowing any injurious or poisonous substance.

Poisons, as a rule, are extremely disagreeable to the taste, and it requires an effort to overcome the natural repugnance to them. Hence it is that accidental poisoning so rarely occurs.

In the case of foods, we soon tire of a thing as a regular diet, and the taste craves a change. Here the whole system rebels against the monotony of diet, because no one food is likely to contain all the elements of nutrition required by the body for the exercise of its functions, and soon the elements which are in excess cloy upon the taste, because the system is already supplied with them, while we crave the foods containing substances which the system lacks. A change is then demanded by nature, and made manifest by the sense of taste.

If the change cannot be made, nature shows her disapproval by causing a loss of appetite, or a repugnance to the condemned article of diet.

Again, in the case of foods which are much concentrated, or have a strong flavor, like preserved fruits or syrups, the taste soon becomes dulled to the pleasure of their sweetness, because the delicate nerves which convey the impression of sweetness to the brain become fatigued, and fail to respond to the exciting cause.

#### MISSED.

I miss it very much. R. L. HALSTED. Chicago, Ill., Nov. 2, '99.

#### INTERESTS THE FAMILY.

I cannot speak too highly of the SPATULA.

My wife, although not a druggist, looks forward to its arrival each month as much as myself.

JOHN H. ALLEN.

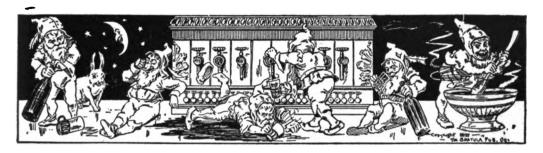
Wassaic, N. Y., Oct. 28, '99.

#### IN EVERY RESPECT.

I am pleased to state that I am in every respect satisfied with your spicy journal. I find it very interesting and useful.

W. H. KORHUKEN.

Cincinnati, O,, Oct. 21, '99.



## The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

#### EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White, The Spatula, Boston.]

#### The Bot Boda Beason.

Hints for the Beginner.



GAIN the chilly days and early frosts remind us of the approach of the coming winter, which from all of the present indications is going to begin early and be a severe one, also bringing to our mind the "Hot Soda," and we hasten to pre-

pare for it. Several letters have been received from different sources asking various questions relative to what was needed to commence with, about apparatus, drinks, etc.

There is not much that is new in this line. Unlike the cold soda business it does not bring us from year to year to any great number of new and fancy drinks. In fact, it is a simmering down to a few of the more popular drinks and is trying to make them a success. One reason for this is the fact that the sales of hot drinks never can approach those of cold soda, and in order to have our goods sweet and fresh we must only have those which we can handle to advantage.

Nearly all of us who have been in business for any length of time have our drinks and our own way of making them. For those I do not intend these remarks, they are for the beginner, and while I may publish some formulas that have appeared in our pages before, it is because I believe them to the best for the purpose.

What Shall We Serve.

This is the first question to be decided. I do not recommend a long list, a few good ones are much better. I am going to take the following list as a very good one for the average fountain and tell just what is needed to make it a success.

#### HOT DRINKS.

CHOCOLATE AND COFFEE, 5c. With Whipped Cream.

IOC. DRINKS. 5c. DRINKS. Lemon. Beef Tea. Clam Bouillon. Ginger. Ginger Puff. Malted Milk. Birch Tea. Egg Phosphate. Egg Lemonade. Grape Juice. Chocolate. Beef and Celery. Coffee. Lemonade.

We are now confronted with the question of what we need, and the following list will suffice:

Hot water apparatus; whipped cream dish (covered); seasoning, pepper, salt, celery salt and Worcestshire sauce; mugs, etc.; syrups, chocolate, lemon, ginger and birch; clam bouillon; liquid ext. of beef; jar malted milk; coffee extract; grape juice. These are essentially all that you need beside a few things which are found at every cold soda fountain. We will now briefly consider the various questions.

#### The Apparatus.

The market abounds in them from the simple one to those costing well up into the hundreds, but I do not advise the putting of too much money into one. One that is good enough for most any one can be had from \$15 to \$75. One must suit one's purse, but where any sum can be expended I recommend the style where you have just a draft arm above the counter and a heater beneath or in the cellar. (See Ills. of Counter in September issue). This is the most convenient, the easiest to keep clean, and gives the hottest water, (the three most essential points) and is not so very expensive.

#### Mugs.

These should be neat and dainty, the style that will go into your phosphate holders are the best. If you do not have holders get a mug with a handle, but do not use cups and saucers, they look too much like what we have at home and customers want something different. Get a fair-sized mug, do not have them too small, neither is it well to have them too large.

#### Chocolate.

This may be prepared in two ways, from the powdered cocoa or from a syrup. I recommend the latter where you do any business. To prepare the cocoa for use dry, mix with an equal quantity of pulverized sugar and use a heaping teaspoonful to a mug.

To prepare a syrup, take 12 ozs. cocoa, 5 pts. of water and 4 lbs. of sugar. Reduce the cocoa to a smooth paste with a little warm water.

When the water becomes hot add the paste, and then allow to boil for three or four minutes; remove from fire and add sugar; stir carefully while heating, so as not to burn; when cold add 3 drs. of vanilla; one-half to three-quarters of an oz. will suffice for a cup of chocolate; top off with whipped or ice cream. I prefer the ice cream, it gives a much richer flavor.

#### Clam Bouillon.

The amount of the bouillon used depends upon the quality, different makes varying in their strength. I use about I part of extract to 5 parts of water, adding a little cream and season to taste.

#### Seasoning.

Speaking of seasoning to taste, I always season just enough to remove the flat taste, leaving the customer to season more if desired.

#### Beef Bouillon.

Use about 2 teaspoonfuls of a good liquid beef to a cup; season to taste. The addition of a little celery salt or a few dashes tincture celery gives us beef and celery.

#### Malted Milk.

Fill the mug one-third full of the powder, add the water very slowly, mixing thoroughly so as to dissolve, otherwise the drink will be lumpy. Place the salt cellar before the customer with this drink, as many like it.

#### Egg Phos. and Lemonade.

The hot egg drink is the one hard drink to prepare, and even at best they are none too good. These drinks are made exactly the same as cold, until it comes time to add the soda. Hot soda, very hot, must be allowed to run slowly into glass, stirring constantly all the time to prevent the egg from cooking. Care and a little practice are needed here and it is well to try a few times testing each drink until you are satisfied you can make a fairly good one. Some like them seasoned with pepper and salt, so it is well to put them on the counter.

#### Hot Lemonade.

Make same as cold, using an 8 oz. mineral glass. When customer desires a longer drink

make in a 10 or 12 oz., but as a rule the smaller glass is better.

#### Hot Lemon.

This may be made from the cold lemon syrup, but I prefer one containing the gratings of six and juice of 18 lemons to the gallon. This makes a fine hot lemon. Make syrup same as for cold leaving out the foam. Use I-2 to I oz. to the 8 oz. glass.

#### Hot Ginger.

Your cold syrup may be used, but I recommend a syrup made by adding  $\frac{\pi}{6}$  iv of flavored extract ginger solution (P. D. & Co., very fine) to I gall. of simple syrup and coloring q. s., (caramel). Use I-2 to I oz. to cup or 8 oz. glass.

#### Ginger Puff.

This is made by using equal parts of the syrup and pure cream, then topping off with whipped cream, and is delicious.

#### Birch Tea.

Nearly every one has birch beer at the fountain, and this syrup may answer a double purpose using 1-2 to 1 oz. to the mug.

#### Grape Juice.

This is easily made and nearly every one now keeps grape juice at the fountain. Fill glass nearly half full of the juice, add sugar to sweeten to taste and fill with boiling water.

#### Coffee.

Make an extract by macerating I lb. of the best Mocha and Java with 8 ozs. of water for twenty minutes, then add hot water enough to percolate I pt. 1-2 to I oz. of this extract will make a delicious cup of coffee. Serve either with or without cream and let customer sweeten to taste.

#### Always in Season.

It cannot be stated too strongly that it is necessary to keep Coca-Cola in all seasons. Many lovers of Coca-Cola do not stop drinking their favorite beverage upon the arrival of cold weather, but continue to call for it all winter. The fact is, the demand for Coca-Cola never ceases. Somebody must sell it. If the Coca-Cola drinkers don't find it at one place,

they hunt for a place where it is sold. So if you want to be in the "swim" never let your stock of Coca-Colaget low, summer or winter.

#### Serving Crackers, etc.

In many places it is customary to serve salt wafers, etc., with hot drinks, and they add much to the relish of a drink. Some serve vanilla wafers with hot chocolate and they are nice. With care and a little practice you can have as fine a hot drink as anyone. I will be pleased to answer any special questions any one may ask.

#### GUARANTEEING WATER BOTTLES.

Druggists should not forget that the manufacturers of hot water bottles will no longer exchange them for any other reason than a manifest flaw in the making. The extreme liberality in exchanging that has heretofore been prevalent is no longer practiced. The fact is, the good nature of the manufacturers became to be imposed upon to such a great and to such an unreasonable extent that a change of methods became absolutely necessary. All this means that the retailer must use much more care in taking back bottles he has sold than before. If the bottle is perfect when it leaves his hands, he will need to have good proof that the alleged defect did not rise from misuse or long use rather than from any inherent defect in the bottle.

LET Send in your questions, we don't know everything, but we have facilities for finding out a great deal.



DON'T BE A ---

#### Jests for fun.

A girl went into the shop of a Brisbane chemist and wanted a toothbrush, and "would he please give her a good hard one, as there were six in the family?"—Chemist and Druggist.

The Watertown Times says that the spectacle of a horse grazing in a front yard, while a goose kept him from straying by holding the halter, did not attract so much attention as it would if the goose had not been a "tailor's goose," weighing about twenty pounds.

Friend—I don't see how you can read these prescriptions. Doctors all seem to write such miserable hands.

Druggist—I can't always read them, but I am a pretty good guesser.—N. Y. Journal.

At a chemists' banquet in Germany, somebody proposed the toast "Long live our scientists!"

"What on?" asked a cadaverous looking specimen, rising from his seat.—Photographic Life.

Professor—What happens when a man's temperature goes down as far as it can go? Smart Student—He has cold feet, sir.—Chemist and Druggist.

Friend—You'll never sell those goods. What in the world made you buy 'em?

Country Storekeeper (with a sigh)—A New York drummer.—Chicago Grocer.

Smithson—I'm afraid Jimson, the patentmedicine manufacturer, is losing his mind.

Brownlow—What makes you think so? Smithson—They say he has begun to take his own medicines.—N. Y. Journal.

#### FAITH CURISTS.

They treat as mere illusions
All sorts of human ills,
And scorn the use of drugs in either

Liquid form or pills—
But when they've done their work, 'tis said,
They duly render bills.

Detroit Journal.
 ough many trying things

"Actors pass through many trying things and endure a great deal."

"They must if they try half the patent medicines and things they recommend."—Life.

Druggist—I have invented a rattling good cough medicine.

Friend—A sure cure, eh?

Druggist—No, but after a man has taken one bottle he acquires the habit and can't get along without it.—Chemist and Druggist.

#### New Remedy.

"I ran across a strange freak in a small town up the State," said a returned traveller to the South Carolina Sun correspondent, as he sipped a julep the other night. "The town was small and lacked many of the improvements and things really needed. One afternoon I had a violent toothache, and there was no dentist to offer me relief. The pain was agonizing. It was new to me. I wondered about and drifted to the lone drug store and asked the druggist for some old pain-killer. He gave a sickly grin and said he didn't have a thing in the shop.

"I can stop the pain all right, though," he told me, and I promptly offered him \$5.00 if he would.

"The man took me to a porch at the rear of the store and called to a boy for hammer and nails. I got huffy at this call, for I thought the guy had gone mad and was going to punch out my painful grinder, but he assured me that he would not touch me. He went to a post, which looked as if it already had a million nails in it, and wrote four letters—'A, C, H. E.'

"'Now just watch me,' he said, 'and think of what I am doing.'

"With that he took a hammer and began driving a ten-penny nail. He gave fancy licks. When the nail was driven he gave the same sickly grin and asked about the pain. 'Still there,' I said, and then he took the nail and soon had the letter 'C' covered. By that time the pain was disappearing, though I would not admit it. The quack continued to hammer until the last nail was gone, and, on my word, the pain had disappeared. I waited a few moments for it to return, but it did not, and up to this day the tooth is sound. The druggist did not want to accept the \$5.00, but I insisted, and then he treated the crowd to dispensary dripks.

dispensary drinks.
"Talking to the man afterwards he told me that he cured hundreds of cases of toothache for people around the inclose, as the driven nails could show. The negroes were the most frequent callers, and none of them had to pay. It all seems strange and funny, and I cannot talk for the others, but that man cured my toothache by the simple remedy of the ham-

mer and nails."

## Books, Catalogues, Pamphlets, etc.



MT Any concern publishing matter of especial interest to our readers is invited to inform us of the fact that it may be properly chronicled in this department.

"The Therapeutics of Benzosol," by Geo. F. Butler, Ph. G., M. D., has been re-printed from the American Therapist.

A new issue of Therapeutic Progress reaches us from Messrs. Victor Koechl & Co., New York.

Messrs. Shering & Glatz, New York, send us a number of pamphlets descriptive of new remedies prepared by the parent house in Germany.

Messrs. Joseph G. Taite's Sons, of Philadelphia, publish a revised price list on their extensive line of tin cans and boxes. It is very complete, quite fully illustrated and should be in the hands of every druggist.

For the first time for a year or two a new

drug journal has been born. It is the Midland Druggist and is published in Columbus, O. It is about the same size as the Spatula, which it resembles also in the good quality of much of the matter that it contains. We wish it the success that it deserves.

Messrs. P. Blakiston's Son & Co., Philadelphia, have now ready their popular "Physician's Visiting List" for 1900. This is undoubtedly the best book of its kind, and nothing could make a more appropriate present for a pharmacist to give to a physician. Its price varies from \$1.00 to \$2.25.

The Show Window, Claxton building, Chicago, is a magazine that is worth many times its cost to the wide awake merchant. It is not theoretical but practical, and each month gives a score or more of half-tone illustrations showing actual window trims designed by the leaders in the profession.

Mrs. Gervaise Graham, Chicago, has just issued a booklet and condensed price list for the trade. The cover of purple is printed in black and gold and the body of the booklet, which is of deckle edge stock, is printed in lavender. Being only for dealers it shows reproductions of the packages in which Mrs. Graham's products are put out and gives prices.

#### HELP THE DRUGGIST.

Every inducement that is fair and practicable to push the sale of Johnson's Anodyne Liniment is made to druggists by its manufacturers, Messrs. I. S. Johnson & Co., 22 Custom House street, Boston. The neatly blocked counter wrappers which they give to any druggist asking for them, are not only very useful to the druggist but are as well a most excellent advertisement to the public and do much to increase the sale of the liniment. The profit on the liniment to the druggist is besides unusually liberal.

#### WELL DONE.

The way in which Hance Bros. & White advertise their exhibit at the Philadelphia Export Exposition is a simple but effective one They are giving away thousands of Japanese cotton frogs, samples of goods, etc. Visitors rush in hundreds to secure one of the coveted mementoes; the aisles are blockaded and impassable until the time of distribution is over, and frogs are then seen in all parts of the building, pinned on the clothing of sight-seers, prominently displayed on the desks of exhibitors, etc. The consequence of this shrewd advertising is that H. B. W.'s is one of the very few pharmaceutical exhibits that attract any particular attention.

#### STILL ENLARGING.

The old and substantial proprietary medicine house of the J. C. Ayer Co. of Lowell, Mass., has added another large building to their already extensive plant, more room being required in which to meet the increasing demands for Ayer's Sarsaparilla, Cherry Pectoral, Hair Vigor, etc. The new building is of the same solid brick structure as the old plant, and is five stories 38 x 77 feet. With this new addition the J. C. Ayer Co. will have very nearly three acres of floor space in which to manufacture their remedies and transact their large and constantly growing business, And to further facilitate this business, and to meet its extraordinary demands, the interior of the older portion of the plant is being equipped and arranged according to the latest and most approved methods, so that after the improvements are completed the plant will be thoroughly up-to-date.

#### COMBINATION TABLETS.

The Antikamnia Chemical Co., of St. Louis, are putting on the market two new combination tablets which are sure to become very popular with both physicians and the public. One is Antikamnia Laxative Tablets and the other is Antikamnia and Quinine Laxative Tablets. They are put up in such attractive form that the well as well as the ailing are tempted to take them. Descriptive circulars will gladly be furnished by the company on application.

#### A NEW LICORICE WAFER.

A very acceptable article in soft licorice has just been put on the market by Young & Smylie, of Brooklyn, N. Y., which they style "Manhattan Wafers." They are packed in handsome boxes containing 2 1-2 lbs net, and should make a most desirable counter package for the retail druggist. The above named firm can certainly prove their claim that the wafers are a delicious confection, and the natural demulcent quality of licorice gives them an added attraction. They are made of the same choice, selected ingredients which distinguish all of this firm's productions.

#### A GOOD OFFER.

A remedy for gonorrhoea and gleet of special interest to druggists. Santolin capsules prepared by the Powers Manufacturing Co., 1022 Walnut St., Philadelphia, is a remedy that gives the most pleasing results to the physicians, the druggist, the patient. As a special trial order for physicians and druggists, a box of fifty Santolin Capsules will be mailed direct for 25 cts. once, for a limited time. Or they may be had from Theodore Metcalf Co. and Cutler Bros., Boston, or C. N. Crittenton Co., N. Y., at \$1.50 per hundred. The company will give one druggist the sole agency in his town and sample his-leading physicians.

#### HARDLY.

It is one of the best magazines and I could hardly do without it. LOUIS FURLLING.

Decatur, Ind., Nov. 21, '99.

## Mhat's New.

Manufacturers, whenever putting novelties of interest to the drug trade upon the market, are requested to send us circulars that we may make, free of charge, illustrated announcements in this department.

#### NURSING NIPPLE.







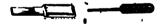
This is a design patent for fourteen years, granted to Richard E. Pickthall, of Somerville, Mass., and assigned to Rhodes Lockwood, of Arlington, Mass.

#### SPOON HOLDER.



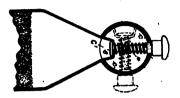
This a design patent for seven years and was granted to John Lewis McKay, of Chicago, Ill. It is intended to be used on glasses containing medicines.

#### VACCINE CARRIER AND CASE.



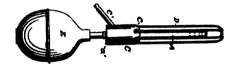
Patented by Ralph Walsh, Washington, D. C. It is a case or shell composed of a strip of pliable material coated with paraffin, doubled or folded on itself, paraffin free inside, and having its meeting paraffin faces united except where the pocket is left, into which pocket is sealed the vaccine-charged point of an individual carrier. The patent is the one, we believed, used by the National Vaccine Co., of Washington, D. C., and which is meeting with such great success among the doctors and others making use of it.

#### TOOTH POWDER BOX.



Patented by Irad Hawley, East Orange, N. J. This is composed of a receptacle for the powder, a cylindrical top with closed ends, there being an internal opening at the union of the top and receptacle, the said top having a narrow axial mortise in one side and a transverse mortise in the other side, a plug fitting said cylindrical top and having a recess of a size to receive tooth powder sufficient for one application.

#### SYRINGE.



Patented by Frederick J. Lander, Rochester, N. Y. Claim: (1) "In vaginal syringes, the combination with an injector E, of the tube A having spray-holes a, thread a on the exterior of the body and an interior thread at one end, the centrally-open screw-plug B screwing into said tube, the nut C having the outlet-pipe and prongs c, and the wire cage D, all combined."

#### AT THIS SEASON.

This is the time of year when dancing parties are popular and when there is a great demand for a good floor wax. There is none better than that manufactured by W. H. Bowdlear & Co., Pearl street, Boston, and the druggist who does not keep it in stock is missing a good opportunity to please his customers and to add something to his income.



## The Drug Market.



GAIN we are able to write of a steady market and generally good business conditions. The drug trade has been quite active during the Fall; collections generally have im-

proved, and failures have been few. One or two large failures have, however, occurred. Many articles have advanced even above last month's advances, and some show signs of further enhancement of value. Camphor, lycopodium, quinine, cocaine and oil of wintergreen are among those which have experienced the most sensational advances.

OPIUM has declined slightly in price during the month, and has been without speculative interest. Just at this time, however, the market is reported firm, but it is merely one of those spasmodic efforts of reviving interest in this article. The Opium market is again a seesaw.

MORPHINE still remains unchanged, but the demand is steadily increasing, especially in no-license towns.

QUININE—Owing to the advance in price of Bark at the London sale last week, which was some ten per cent. higher than the Amsterdam sale some time previous, has taken on renewed strength, and the price abroad is somewhat higher, although not quotably so here. Manufacturers are still quoting without offer. Inquiry, however, has been less than heretofore, as the consuming demand has slackened off considerably. The large purchase which was hoped for from both this Government and England has not yet had any effect upon the price.

ALCOHOL—Market is slightly easier, although no quotable change is to be noted. It is easier, however, to buy a single barrel at the five barrel price, than heretofore. Wood alcohol remains very firm at the recent advance, which amounted to 15 cts. per gal. over lowest.

COCOA BUTTER has been steadily advancing all the Fall, and is now sold at very high prices.

COCAINE—One manufacturer in New York has again advanced his price about 25 cts. per oz., and holds without offer at \$6.25 in 100 oz. lots. This goes to show firmness of the situation.

COD LIVER OIL—Market is very irregular and has been for a month. However, the principal changes have been advanced. The article is held at some three or four dollars per barrel higher than a month ago. It is thought that the demand which must necessarily come soon, will have the effect of forcing up the market price. Abroad, the market is quite firm owing to the reported shortness of stock.

ERGOT has advanced nearly 100 per cent. Spanish is almost entirely out of the market and held as high as 90 cts. per lb.

HARLEM OIL has advanced 30 cts. per gross.

MENTHOL.—Market is quite firm. It is reported that it would cost \$2.80 cts. per 1b. to import, and the markets abroad are very firm.

QUICKSILVER has again advanced and is now held on the basis of 68 to 69 cts. per lb. in flask lots. No change has as yet occurred in Mercurials, but it is considered probable that an advance will soon come. Market is very strong.

BARKS AND BERRIES—No changes have occurred under this head, merely jobbing demand to be noted.

ESSENTIAL OILS—These goods have been marked up considerably, especially Wintergreen, natural, which is very scarce and held as high as \$2.50 to \$2.75 per lb. in quantity. Leaf oil is also very scarce and up to \$3.00 is asked. Wormwood is still held at about \$6.00 per lb., and is very scarce. Pennyroyal has advanced 30 to 40 cts. per lb. Speculation has had more or less to do with this mark up.

FLOWERS—No special change has occurred under this head. Insect, quiet, although contracts are being made for next season's deliveries on a large scale.

Gums—Camphor has been advanced again on the basis of 52 1-2 cts. per lb. in cases. The demand is good in spite of high prices. The strong position of crude abroad is thought to indicate a further advance in the refined article here later on. Other articles under this head are without feature, merely the jobbing demand to be noted.

HERBS AND LEAVES—Here we encounter quite an advance in many articles. Buchu and Senna Leaves have advanced nearly 100 per cent. The former are said to be extremely scarce, probably artificially so on account of holders being unwilling to sell owing to the prospects of a further advance. The war in South Africa is held responsible for this markup, and the probabilities are of continued high prices for some time. Good qualities of this article are held at 30 to 32 cts. by the bale.

COCA LEAVES—The offerings at primary markets have practically ceased. Therefore, spot stocks are held with increased firmness.

Roors—Ipecac is again reported high after a drop off of about 50 cts. per lb. Stocks are small. London market is higher than two or three weeks ago. Ginseng is practically out of the market for good root. Florentine orris 2 or 3 cts. per lb. over last month. Market is very firm.

SEEDS—Flax is firmly held at about 3 cts. per lb. in barrel lots. Canary is somewhat easier and prices seem to be tending upward.



FOR THAT TIRED FRELING.
(Duplicate 75c., with the Spatula one year, \$1.25.)

## C. H. GRAYES & SONS,

ALCOHOL MANUFACTURERS AND ... WHOLESALE LIQUOR DEALERS,

35 Hawkins St., Boston, Mass.,

ACTUAL MAKERS OF ALCOHOL and COLOGNE SPIRITS.

Proof, quality, quantity guaranteed.

GEO. C. GOODWIN & CO.,

SUPPLY TRADE WITH GRAVES' GRAIN ALCOHOL.



# Make it Hot for ... Them ...

BATTLE-SHIP wears an armor, but back of the armor are the guns. The commander, if he had to give up either armor or guns, would hold to his guns, for there's greater efficiency in them; not to speak of the fun of fighting!

A man on a cold day wears an overcoat, and fights the cold with a good hot drink of soda. He will get more heat from the hot soda than from an over-

coat,—and then there's all the fun of drinking!

Now, it is a great mistake for a druggist to shut off his soda business when summer goes. Keep right on, and your customers will keep right on,—only make your soda hot for them.

And remember that a Hot Soda Apparatus costs very little. There is money in hot soda. There is a handsome profit for you in those eight months, from September to May. Will you not take it?

Write us for illustrated Catalogue of Hot Soda Apparatus. We make easy terms.

## JAMES W. TUFTS,

282K Congress St., - - Boston, Mass.

#### BOOKS FOR PHARMACISTS.

#### NEW EDITION.

## Over 1,000 PRESCRIPTIONS.

Favorite Formulæ.

#### From Authors, Professors and Practising PHYSICIANS.

The various Formulæ contained in this volume are practical prescriptions of new and old remedies for the various types of diseases that afflict mankind. They are favorite ones, of the various authorities, for the diseases indicated. The Index is full and complete, thus rendering the whole book easy of access. The volume is copiously interleaved, so that on the blank pages can be recorded any other prescription suitable for any disease that is on the opposite page of the book; the complete index thus indexes each new formula you may see fit to copy into the pages of the volume.

The whole is comprised in a handy cloth-bound volume of nearly 300 pages, and will be mailed to any address upon receipt of its price, \$1.00, with the Spatula one year, \$1.50.

## Dose Book.

C. HENRI LEONARD, A. M., M. D.

Professor of the Medical and Surgical Diseases of Womes, Detroit College of Medicine.

#### .. Over 40.000 Copies Sold. ..

Complete Dose List of New and old Drugs and Preparations.
Their Pronunciation and Common Names. Some 3500 given The Metric System, with Tables of Weights and Measures, and a short road to and from.

Diseases arranged Alphabetically, and the proper remedies indi-

Rules for pronunciation of Pharmaceutical Terms. Rules for Genitive-Case Endings. Number of Drops of Medicaments in a Drachro. Incompatibles, away full and Complete List of.
Poisens and their antidotes.
Tests for Different Poisens. Urinary Deposits, Microscopical and Chemical Tests.

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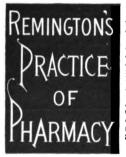
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The holder of negotiable paper, received before due as collateral to a loan then made, without notice of any want of consideration, is a bona fide holder.

Strangers to negotiable paper, who put their names on the back of it prior to its delivery to the payee, or to a bona fide holder, become responsible as co-makers.

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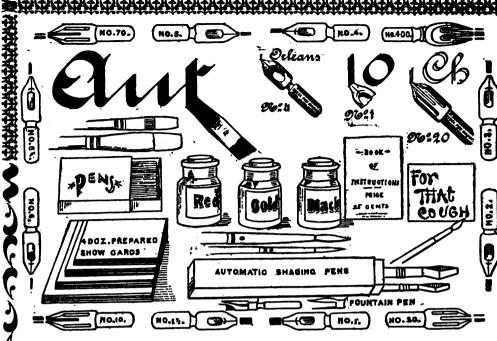
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#### NEW ENGLAND NEWS SUPPLEMENT.

## The Boston Drug Combine.



T is officially announced that on Jan. I, three of the large wholesale drug houses in Boston will consolidate their interests. The firms are George C. Goodwin & Co., Cutler Bros. & Co. and West & Jenney. The members of these firms will form the entire num-

ber of stockholders, for it is to be a close corporation and no stock will be placed on sale. The company will have a capital stock of \$385,000, the par value of shares being \$100 each. This will be all paid in before the new company begins business. It will be incorporated under the laws of Massachusetts and a suitable name, which in some way will designate the character of the company and its purpose of organization, will be chosen by the incorporators.

Mr. Charles C. Goodwin is to be president of the company and Charles A. West the vice-president; Charles F. Cutler will be the treasurer and Bernard Jenney, Jr., the assistant treasurer, while George F. Kellogg, long connected with George C. Goodwin & Co., will be the company's secretary, and William W. Cutler is to be the assistant secretary.

Of these three firms, that of Cutler Bros. & Co. has been the longest established. The business first was started as far back as 1826, by Dr. Abram T. Lowe, who was one of the pioneer druggists in this city. His store at that time was on Hanover street, and associ-

ated with him were his three nephews, William J. Cutler, who died in 1894, George Cutler, whose death occurred in 1898, and E. Waldo Cutler, who died in 1896. These three brothers, after succeeding to the business which was established by their uncle, were associated together for more than fifty years. The present business, of which Charles F. Cutler is the head, has occupied the premises at 89 Broad street for thirty years.

George C. Goodwin established his business in 1851, and in it was succeeded by the son, Charles C. Goodwin, the present sole proprietor. Messrs. West & Jenney formed their partnership in 1887, first being at 69 Broad street, and later moving to 99 Broad street. Mr. West formerly was employed for more than twenty years by Cutler Bros. & Co., as was Mr. Jenney for nearly ten years before the two men joined forces as an independent firm.

It is felt by the incorporators of the new company that the present large business which each house is doing can be conducted far more profitably and at considerable saving of unnecessary expenses by combining their interests. The consolidation is in no sense a trust, and it will not in any way affect the employees, all the present force of each firm being retained under the new conditions.

It is planned to unite eventually under one roof, and as present leases expire there will be no renewal of them, stock from one place being removed to another, and so on. The lease

now held by Cutler Bros. & Co. expires the middle of the next year, and that of the Goodwin store runs for about a year longer than that time. The West & Jenney place in Broad street has but recently been much improved and enlarged, and is commodious enough to accommodate much stock and many employees from the other houses. The company intends to have a new building especially adapted to its purposes, after all leases have expired.

Still a fourth drug house is affected by this combination of interests, and that is the Rust & Richardson Drug Co., Hanover street. It is an old-fashioned firm, formerly known as Rust Bros. & Bird. On Jan. 1, this firm is to go out of existence, and the premises will be vacated by the present occupants. William W. Cutler is the son-in-law of Nathaniel J. Rust of this company, and the Rust interest will be absorbed by him in the new corporation. By purchase, the interests of other partners will also be absorbed in the new venture. Reuben L. Richardson, the president, who has been long connected with the drug trade, is to retire from business, so it is understood. Charles E. Pike, the treasurer, will also retire from business.

#### The Vermont Hasociation.

The sixth annual meeting of the Vermont Pharmaceutical Association was held at St. Albans, Oct. 25 and 26. The attendance was not so large as enthusiastic. After the freedom of the city had been presented by the Mayor and formally accepted in behalf of the association by Mr. Blakeley of Montpelier. President W. E. Terrill, of the same city, read his address, which had a generally encouraging and hopeful tone. Secretary W. F. Root read his report, after which Treasurer F. W. Pierce reported among other things that he had cleared up his roll-book by dropping off 100 names because of arrearages in dues, leaving the present net membership 149.

The report of the delegates to the meeting of the American Pharmaceutical Association at Put-In-Bay, Ohio, was then listened to with the greatest interest.

The election of officers for the coming year resulted as follows:

President, Z. B. Hopking, Brandon; 1st vice-president, A. L. Dutcher, St. Albans; 2d vice-president, F. L. Taft, Burlington; 3d vice-president, A. B. Morgan, Woodstock; secretary, W. F. Root, Brattleboro; treasurer, F. W. Pierce, Chester.

New members were elected as follows: Wm. H. Agan, Ludlow; D. A. Saunders, Morrisville; Trefflel Duhamel, Burlington; J. Alphonse Langlois, St. Albans; G. A. Churchill, Burlington.

In the evening an address was delivered by Dr. J. N. Jeune, of the University of Vermont, who took for the keynote of his remarks the relation existing between the physician and the pharmacist. Beside his address a paper was read on the subject of Opium by Dr. J.C.F. With, chairman of the committee on papers and queries. C. G. Maynard, of Brattleboro', also read a paper on the subject of antitoxine.

Thursday morning, the question of N. A. R. D. was discussed, the text being a letter that had been received from the secretary of that organization. It was finally voted to join the association and pay the assessment. Collins Blakely was elected a delegate, with A. L. Dutcher as alternate to the next meeting of the A. Ph. A.

In the afternoon a clam dinner was put away and in the evening there was a banquet, with the following toasts:

"The State," Governor Edward C. Smith; "The State Association," W. E. Terrill, of Montpelier; "The Druggists' Responsibilities," W. F. Root, of Brattleboro; "Microbes," T. W. Mitchell, of Bradford; "State Board of Pharmacy," Collins Blakeley, of Montpelier; "The Drummer," J. C. F. With, of Bellows Falls; "Why Prescriptions are Written in Latin," Z. B. Hopkins, of Brandon; "The Ladies," C. G. Maynard, of Brattleboro; "The St. Albans Druggists," F. W. McGettrick.

Let The next meeting of the Maine Pharmaceutical Association will be held at Portland, July 11, 12 and 13, 1900.

## Massachusetts College of Pharmacy.

Thomas Doliber, '69, and C. W. Cheney, '83, have just returned from a trip abroad.

- G. W. Burroughs, '99, is reported to have purchased a store on Cambridge St., Boston.
- R. D. Judd, '99, has a good position at Gardner, Mass.
- H. J. Hurwitz, '97, and R. A. Morgan, '98, are in Tufts Medical School.
- J. B. Carpenter, '93, has accepted a position with G. S. Cheney & Co., 15 Union St., Boston.
- J. T. Loftus, '98, Joseph Stanton, '99, and W. T. Burke, '91, have entered the Harvard Medical School.

Messrs. Shipkoff & Co. of New York have given to the college a sample of their finest oil of rose.

Dr. G. E. F. Donkin, '81, came from Falmouth to attend the recent meeting of the Alumni Association, and B. F. Riddell, '74, came on from Fall River for the same purpose.

The interest of the older members in the Alumni Association seems to be reviving. The officers are considering the holding of a reminiscent meeting soon, at which a refreshing of memories may acquaint the younger members with the past history of the Association.

H. D. Abbott, '99, and J. I. Moulton, '96, have together purchased the Flint Pharmacy, 44 Market St., Lynn. Mr. Abbott will have charge of the store and expects to be the sole proprietor in due time. He says this will not interfere with his plan to enter a medical school next fall.

The secretary of the Alumni Association was called to account recently for errors in the initials in addressing some of its officers. On investigating the cause he found that the first initial of four out of the six officers is W. There is a W. E., a W. H., a W. R. and a W. L. So if the Secretary economises brain mat-

ter by calling them all W. E.'s, please be E's-y in your mind.

The young ladies of the college are forming a ladies club, to be composed of present and past attendants at the college. A preliminary meeting was held, recently, and the plan was launched with enthusiasm. There are forty-eight eligible members, and these are being informed of the project and invited to become charter members. Long live the Ladies' Pharmacy Club!

The liquors and alcohol in the Graves case at the college has recently been replenished by its donors, Messrs. C. H. Graves & Sons. The contents comprise wines, distilled liquors and alcohols. The alcohols are very instructive, showing the various grades of commercial alcohols from the crude "low wines" to the high-test and odorless cologne spirit. The difference between the alcohol ordinarily sold for common uses and the purified and deodorized products is very marked, and is a contrast to the differences in cost. Pharmacists who are interested are invited to inspect the cabinet.

The alumni meeting at the American House on Nov. 2 was largely attended and greatly enjoyed. The dinner was preceded by a short business meeting, at which a change in the constitution was proposed, providing for the installation of new officers each year on June 1st, instead of immediately after election. At the close of the dinner President Capper sent his chief guest, Gen. A. P. Martin, down "through the smoke" to the opposite end of the table where hung two large maps of the battlefield of Gettysburg. Taking these as a topic the General began a most interesting and eloquent description of that famous battle in which he took a leading part. His talk lasted about an hour and a quarter, and then in response to some questions from his auditors he gave a postlude of about three-quarters of an hour. Not a person went out until the talk was finally closed. Even the honored Mr. S. A. D. Sheppard, who was anxious to catch the 10.15 train, staid until 10.50 without a murmur.

#### Death of Dr. Jenks.

The sudden death on Oct. 31, of Dr. Thos. L. Jenks of Boston, took away from New England one of its most respected and influential citizens, and was the cause of profound sorrow to hundreds of devoted friends. Dr. Jenks had long been identified with the pharmaceutical trade and profession. His career was a most eventful one.

He was born in New Hampshire in 1830 and when but thirteen years of age came to Boston. He served in the Mexican War, was for three years hospital steward on board the frigate United States, and, during the Rebellion, gave his services to the Government as surgeon. In 1849, he started a drug store at the corner of Merrimac and Portland streets, Boston, where he remained for thirty-three years. While engaged in the drug business Dr. Jenks studied medicine, and was graduated from the Harvard Medical School in 1854.

His first vote was with the Whig party, and he became identified with the Democracy in its infancy, and for fourteen years was a member of the Democratic State Central Committee. He filled his offices with marked ability, serving terms as a member of the House of Representatives, Common Council and the Board of Aldermen. Dr. Jenks is well remembered in his connection with the Board of Police Commissioners, and as a chairman of the Commissioners of Public Institutions. He also, at different times, held offices as director for hospitals and ferries. He was president at one time of the College of Pharmacy, and up to the time of his death was president of the North End Savings Bank.

After his retirement from politics, Dr. Jenks devoted most of his time to large business interests, especially connected with the North End Bank. He was a heavy real estate owner, his wealth being estimated as nearly \$1,000,000.

He was president of the Boston Club, treasurer of the Boston Druggists' Association, of which he was the founder; a member of the American Pharmaceutical Association, Algonquin and New Hampshire Clubs.

His funeral occurred on Nov. 3, and was attended by a committee from the Boston Druggists' Association, consisting of Charles F. Cutler, George H. Ingraham, Amos R. Tilden, Hon. Gorham D. Gilman and James O. Jorelan.

#### A STRANGE CASE.

George E. Smith, a motorman, died in Malden, Mass., a week or two since, after a strange illness. About two weeks before, while suffering from headache, he went into an apothecary store and asked for something to stop the pain in his head. The druggist gave him a powder, which he took in the store. Almost immediately he felt a disagreeable sensation in his stomach, and, running back, told the druggist, who gave him some medicine, and advised him to call a physician. Dr. Nutter was called and prescribed for him several days, then Dr. Stetson took the case, and a little later Smith seemed to be better. Then he had a bad turn, and died the next night. The physicians refused to sign a death certificate and notified the police, who took charge of the body.

#### THE NEW HAMPSHIRE BOARD.

The New Hampshire Board of Pharmacy held its quarterly meeting at Concord, Oct. 25, and elected the following officers: President, Dr. Edward H. Currier, Manchester; secretary and treasurer, George F. Underhill, Concord; auditor, Ben O. Aldrich, Keene. The following candidates passed a successful examination: Walter S. Wilson, Lancaster; Charles H. Coburn, Milford; Walter R. Davis, Manchester; William H. Brown, Concord. George F. Underhill was re-appointed by the Governor and council a member of the board. The next quarterly meeting will be held at Concord, Jan. 24.

LET This is a good time of the year to settle subscription bills. Postage stamps to the amount of one dollar accepted.

#### GOING TO BOSTON.

It has been decided, since the recent fire, by D. A. Thompson, the proprietor, to move the Moxie plant from Lowell to Boston, where a lot has been purchased on Haverhill street, on which a six-story brick block will be erected.

#### THREE SUCCEEDED.

Of fourteen young men who tried the examination before the Maine State Board of Pharmacy in Augusta, Oct. 16, only three succeeded in passing. They were: Mr. Hackett, Augusta; Charles T. Heseltine, Portland; R. P. McFadden, Bath. The next meeting of the Board will be held Wednesday, Dec. 13.

#### BURNED AGAIN.

The Gould Bros., of Malden, Mass., were again seriously scorched by fire during the latter days of October. The building occupied by them as a store-house for their herbs was nearly destroyed, the fire lasting about three hours. The loss to the firm was about \$2,000, covered by insurance. The fruit juice factory of the Miner Bros. is in the same building and this firm lost about \$1,000 covered also by insurance.

#### DEATH OF MR. OSGOOD.

Hugh H. Osgood, sole member of the wholesale drug firm of Lee & Osgood, Norwich, Conn., and one of the oldest druggists in the State, died on Oct. 20, at Manlius, N. Y. Mr. Osgood attended the Niagara Falls meetings, with his wife, but was taken ill before he left, and died on his way home. He was at one time Mayor of Norwich, and was president of six manufacturing concerns.

#### WHERE HE BELONGS.

Arthur Harnden, who was engaged in selling business chances, was convicted recently in Boston courts upon the charge of obtaining by false pretences \$300 from C. B. Clarke, an Arlington, Mass., druggist; a like sum from J. H. House of this city, and \$400 from W. E. Curran of Melrose. His practice was to ad-

vertise business chances for sale, and then to sell to his customers business enterprises which had no value. He was later sentenced to prison for a term of years.

#### A GOOD SHOWING.

To ascertain the average sales of liquor made by the Newton druggists the chief of police a few days ago called in the books used for ten days previous to the call. He carefully inspected them and states that the showing was very satisfactory, the smallest number of sales in ten days being fifteen and the highest 122. This showing, it is claimed, according to evidence, is conclusive that a small amount of liquor is sold or drank in Newton and that the liquor sold by the Newton druggists is pure and up to the standard.

#### TROUBLE IN VERMONT.

Once more the axe, wielded by the Vermont prohibitory law, has fallen in Burlington. A few weeks ago the druggists of that city succeeded in their effort to have the city liquor agency wiped out of existence. Nov. 15, however, Sheriff Reeves received a large batch of injunctions, which he immediately served upon druggists who, it is claimed, are violating the prohibitory law. Petitions were issued that day by the State's attorney, R. E. Brown, enjoining certain druggists and the owners of the buildings in which the drug stores are kept to abate "nuisances" until the next term of court, when the injunctions will be made permanent.

#### LET US HEAR FROM YOU.

Any druggist in New England knowing any news that would be of interest to our readers, is earnestly requested to send it in. If you are going to buy a new store, or know of some one else who is, let us hear from us; if you are going to do anything out of the ordinary or know of any one else in the drug business who is, let us hear from you. Something that may seem of trivial importance, or of no importance at all to you, to us may seem quite different, so please do not be bashful.

## About New England.

Geo. Holtham re-opened his drug store at Lynn, Mass., Nov. 4.

James E. Devine has opened a new store on Main and Monroe streets, Calais, Me.

W. B. Clarke, of Stockbridge, Mass., has sold his store to E. M. Ellis of West Gardner.

J. Burns, of New Britain, Conn., will open a new store in Berlin, Conn.

Mr. C. H. Williams has succeeded to the business of C. F. Williams & Son, Hartford.

Mr. C. W. Folsom, of Skowhegan, Me., has a new store in South Berwick, Me.

The Bond drug store, Charlestown, was recently sold to H. Austin Stone, Somerville.

George A. Whitmore, a New Haven, Conn., pharmacist, has assigned.

Messrs. Hall & Lyon, of Providence, have decided to open a branch store in Springfield instead of in Worcester.

Chas. A. Haskell, Rockland, Mass., has recently made many decided improvements in his store.

Chas. T. Bulfinch has sold a half interest in his store on Lewis street, Lynn, and will spend the winter in the South.

Dr. Wm. E. Morgan, of Dorchester, has purchased the store of J. M. Phipps, on Hyde Park avenue, Jamaica Plain.

Nathan Wheeler has given up his store in Bellows Falls, Vt., and has accepted a position as clerk in Rutland.

The druggists of Whitman, Mass., have agreed to close their stores at 9.30 P. M. every evening in the week except Saturday.

Ketchum's pharmacy, just opened on Washington and Beacon streets, Brookline, is a beauty.

I. A. Darling, of Turners Falls, Mass., has added as a side line an agency for the U. S. Insurance Co., of New York.

C. S. Browning, of Ludlow, who was recently fined for selling liquor without a license, has been suspended from practice by the State Board for six months.

John E. Shortelle, of Wallingford, Conn., and Miss Nellie Frances, of Meriden, were married, Oct. 25.

The laboratory of Messrs. Brewer & Co., 56 Front St., Worcester, was recently injured by fire which originated in some alcohol.

Clifford G. Maynard, for four years in the store of Geo. E. Greene, Brattleboro', Vt., is now a travelling salesman for the H. K. Mulford Co. of Philadelphia.

The Dakin Drug Co., composed of Archibald Dakin and Blair E. Dakin, was dissolved by mutual consent, and the business is now conducted by Archibald Dakin.

Philip Caduret, a clerk employed by C. S. Blake, Fall River, Mass., was convicted Oct. 24, of selling intoxicating liquors for other than medicinal purposes, and was fined \$65.

The Bullard & Shedd Co. was recently incorporated at Keene, N. H., to carry on a drug business. C. Gale Shedd is the principal stockholder.

George D. Whittemore, of New Haven, has made a voluntary assignment. His liabilities are placed at about \$3,000 and his assets at \$2,000.

Mr. Charles E. Johnson, a Boston druggist, and Miss Florence A. Humphrey, of Danielson, Conn., were married in Dorchester, Oct.

Edward S. Houle has left the store of John T. Sparks, of Lowell, and has purchased the store of James Howard, on Broadway and School streets, in the same city.

It is reported that Talcott B. Hull, manager of the Osborn Hill Pharmacy, at New Haven, Conn., has turned over his business temporarily to G. W. Lewis, and is endeavoring to effect a settlement with his creditors. The assets are nominally \$4,000 and liabilities about the same.

## Hbout New England.

Mr. E. I. Webster has closed out his store in E. Longmeadow, Conn., and will soon open a new one in Waterbury.

We notice the name of Jas. F. McManus, Drugs, Waterville, Me., among a list of those in financial difficulties.

Mr. F. C. Sheldon has opened a new pharmacy in Westerly, R. I., under the name of the Westerly Drug Co.

The drug store of Solomon Epstein, Boston, was in charge of a keeper, according to the Banker and Tradesmen.

We regret to learn that O<sub>1</sub> P. Allen, of Palmer, found it difficult to meet his obligations and had to put his store at the disposal of creditors.

Mr. C. D. Davis, who has been on the road for the Comfort Powder Co., of Hartford, Conn., for some months past, has left their employ to engage in other business.

George H. Richardson, for nine years head clerk at the drug store of A. P. Fitch, has purchased the South End Pharmacy, Concord, N. H., where he will conduct under the name of George H. Richardson & Co.

George E. Grover, a Somerville, Mass, druggist lost \$23 a short time since. The money disappeared together with one of his clerks. The scamp was caught, a few days later, in another city.

The Columbia Drug Co., of Portland, Me., has been incorporated with a capital of \$100,000, of which \$30 is paid in. W. Frank Casey, of Worcester, Mass., is president, and Geo. C. Douglass of the same city is treasurer.

Thomas F. Shea, who was charged with receiving \$36 worth of pills, stolen last May from the drug store of Cutler Bros., Boston, was placed on probation, in the police court, when his case came up a few days since.

The Bay State Supply Co. has been organized at Kittery, Me., for the purpose of manufacturing oils, greases, extracts, essences, etc..

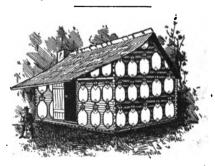
with \$50,000 capital stock, of which nothing is paid in. The officers are: President, H. L. Rowell of Melrose, Mass.; treasurer, G. H. Marston of Newburyport, Mass.

The monthly dinner of the Boston Druggists' Association, which was to have taken place Nov. I, with a post-prandial address on 'Municipal Government' by ex-Mayor Hart, was postponed on account of the death, on the day before, of Dr. Jenks. The meeting was devoted entirely to eulogy of Dr. Jenks and of Mr. E. P. Bryant, who died in August.

H. L. Simpson, '99, has entered into another partnership, this time with Miss Iola Mae Russell, of Farmington, Me. This partnership was formed on Nov. 15, at the residence of the bride's parents. The prophet of the class of '99 did not predict this event last spring, perhaps by an oversight. The SPAT-ULA joins with his classmates in congratulations and best wishes.

A. F. Miles, of Saugus, Mass., has been chosen president, and Jesse Ham, of the same town, treasurer, of the Twin Medicine Co., has been incorporated at Kittery, Me., to manufacure medicines, with a capital of \$100,000, of which nothing is yet paid in. A. F. Miles, of Sawyer, Mass., is president, and Jesse Ham, of Saugus, is treasurer. M. P. Nickerson, of Saugus, is also a stockholder.

In justice to Mr. Isaac H. Goldsmith, to whom we referred in our last issue as having been fined for selling cigars on Sunday, we are pleased to add that he has since appealed the case to a higher court in which there is a probability that the decision will be reversed.



HOT4WATER\_BOTTLES.
(Duplicate 50c., with the Spatula one year, \$1.25.)

# The Twentieth Century.

The nineteenth century closes with the year 1900. Immediately after midnight, therefore, of Dec. 31, 1900, is when the twentieth century begins. In other words, it begins with the first second of the first hour of the first day of January, 1901.

The twentieth century will open on a Tuesday and close on a Sunday. It will have the greatest number of leap years possible for a century—twenty-four. The year 1904 will be the first one, then every fourth year after that to and including the year 2000. February will three times have five Sundays; in 1920, 1948 and 1976.

The twentieth century will contain 36,525 days, which lacks but one day of being exactly 5,218 weeks. The middle day of the century will be Jan. 1, 1951.

Several announcements are made of changes to be inaugurated with the opening of the new century. The first of importance is that Russia will adopt the Gregorian calendar. This will be done by omitting thirteen days, the amount of error that will have accumulated after the close of February, 1900. The Russians will then write Jan. 1, 1901, instead of Dec. 19, 1900, or rather, instead of both, according to the dual system now in vogue in that country and in Greece. The other important announcement is that it is not at all unlikely that the astronomical day, which now begins at noon of the civil day, will begin

with the civil day, at midnight. The present method of having the astronomical day to begin twelve hours after the beginning of the civil day is apt to be confusing. On the other hand, to have the former begin at midnight, just when astronomers are often busiest, will be to them somewhat inconvenient.

MT Duplicates of nearly all the cuts used in this magazine are for sale. Try one in your circulars or local advertisements.



STOP THAT HACK.

Duplicate, 50c., with the Spatula one year, \$1.25.

What It Looks Like.

# CLINCH PAPER CLIPS.

The most serviceable and inexpensive paper clip upon the market. Because of its smallness it may be used for many purposes for which all the other clips are useless.

On the desk these clips will be found in every way superior to pins or small rubber bands. They deface nothing and do not rot.

Their points may be reversed at any time and they will hold as securely as before.

They will hold a much greater thickness of paper than clips made of brass, the tension of which is limited and easily destroyed.

There is no end to the uses to which they may be put; from the holding together of checks to the staying up refractory neckties.

One box will convince you that you have discovered an article that you will never hereafter be without.

Cheaper and Better than anything else of the kind.

250 in slide box, post paid, 25 cents. 1000 post paid, 80 cents.

FOX. FULTZ & CO.. 18 Blackstone Street. Boston. Mass.

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# SOMETHING NEW

# HOT CLAM PUNCH

PREPARED Burnham's Clam Bouillon.

It is having a big run in all fine establishments where hot drinks are sold. A morning bracer, settles the stomach, clears the brain and quiets the nerves as nothing else will.

Attractive Fountain Signs for same mailed on application.

# E. S. BURNHAM CO.

53-61 Gansevoort St., NEW YORK.







Y. & S. LICORICE, 4, 6, 8, 12 and 16 sticks to lb. Packed in 5-lb. boxes; 25, 50 and 125-lb. cases, bulk.

CORRUGATED Y. & S. STICK LICORICE. (Patented Aug. 15, 1899.)

Put up 80 sticks in printed wood boxes; a striking and desirable novelty just introduced.

ACME LICORICE PELLETS, 5-lb. cans; 5c. boxes.

Y. & S. LICORICE LOZENGES, 5-lb. cans; 5-lb. glass-jars. MANHATTAN WAFERS, 2 1-2 lb. boxes, Pliable Licorice.

The above kept in stock by all Wholesale Druggists.

Pow'd Root; Pow'd Spanish and Greek Extracts, in convenient packages.

Illustrated Catalogue on application to

YOUNG & SMYLIE, Brooklyn, N. Y.

# Notes.

It will surprise many to learn that ear diseases were studied some 3400 years ago.

The Moors of Arabia and Spain were the first to display colored globes in chemists' windows.

Among the peculiar attractions at the Paris exposition will be a great machine for making clouds of all varieties at will.

Anæsthetics were known in the days of Homer, and the Chinese 2000 years ago had a preparation of hemp known as "una yo" to deaden pain—something similar to our modern cocaine.

The latest antidote to poisoning by hydrocyanic acid or cyanides, is hydrogen peroxide in 2 per cent. solution, injected subcutaneously. It appears rational and has been recommended for keeping on hand with a syringe ready for instant use in cyanide factories.

The Tinney family of Kirwin, Kan., are pretty near the whole deadly thing. One son is a doctor, another an undertaker and another a tombstone maker. And last week the tombstone maker married Miss Grace Greenwood of Seneca, who is a registered pharmacist.

A typewriter was described by a little boy as a "thing what you grind letters on." Grinding work brings on debility and disease, and the system often needs a healthful stimulant. Use only the purest and best articles. Such are the G. O. Taylor Old Bourbon and G. O. Taylor Pure Rye Whiskies, widely and favorably known for years as unsurpassed in age, purity and general excellence by any other whiskies in the world. Sold by licensed dealers generally. Look for our firm name on the label and over the cork. Sealed bottles only. Chester H. Graves & Sons, sole proprietors, Boston.

G. O. TAYLOR
QUALITY NEVER VARIES.
FIRST SOID May, 1873.
BOTTLED
MEDICAL PRACTITIONERS' PRESCRIPTIONS
SOID BY LICENSED DESIGNS
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MEDICAL PRACTITIONERS' PRESCRIPTIONS
SOID BY LICENSED DESIGNS
EVERYWHERE.
REJECT SUBSTITUTES.
CENUINE hee our FIRM NAME on FACE
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ALACTEM STANDARD

# **BOTTLE STOPPERS.**-

# COLLAPSIBLE TUBES.

Pill Machines

Pill Compressors.

Suppository and Bougle Moulds.



Metal
Syringes.
Breast
Pumps.
Collapsing
Drinking
Cups.
Caps for
Screw-neck
Bottles.

Order from your wholesale dealer.

# A. H. WIRZ, 913 TO 917 CHERRY STREET, PHILADELPHIA, PA.

NEW YORK Representative, FRANK P. WISNER, 101 Beekman St.

### VERY MUCH.

The SPATULA is all right. I like it very much. GEO. C. McDougall.

Kentville, N. S., Nov. 11, '99.

# TO SUBSCRIBERS.

To any one who is a subscriber to the SPAT-ULA we will send on receipt of ten cents two handsome copper-plate engravings entitled "The Druggist's Wife" and "The Doctor" respectively. These are printed on heavy paper and are suitable for framing. To any one not a subscriber, the two will be sent for sixteen cents; either one for ten cents.

### ALL GONE.

Messrs. Hance Bros. & White, of Philadelphia, a short time ago, sent each of their many friends a very unique and useful match-box. On the outside was an artistic reproduction in enamel of their well-known trade mark. It proved such an effective advertisement, however, that they were inundated with requests for the boxes, all of which requests they would gladly have filled had not the supply become exhausted and it not been possible to have more made for several months.

# Homeopathic Vials



WE are makers of glass tubing of all sizes for vials, and are prepared to accept large or small orders for this class of ware, made with or without lip, as well as screw top. We have a daily capacity of several hundred gross.

The Red Star Brand comes one gross in a box, Long or Short Style.

| PATENT LIP.                    |   |                             |        |                    | SCREW CAP. |   |                                  |              |  |
|--------------------------------|---|-----------------------------|--------|--------------------|------------|---|----------------------------------|--------------|--|
| 1 drachm,<br>2 "<br>3 "<br>4 " | : | \$0.62\\\75<br>1.00<br>1.50 | gross. | 1 d<br>2<br>3<br>4 | rachm<br>" | • | \$1.65 g<br>1.80<br>2.10<br>2.40 | (ross.<br>(( |  |



These prices are net. Special quotations in large quantities. Order of your jobber. The large jobbers handle them, and take no other. If unable to get them of your jobber, order direct.

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MILLVILLE, N. J.



13th & Willow Sts.
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VELOX for permanency.
VELOX for uniformity.
VELOX for simplicity.
VELOX for artistic effects.

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Velox Unexcelled.

PRINTS DAY OR NIGHT. NO DARK ROOM.



sole manufacturers, Nepera Park, New York.

Chicago Office. 35-37 E. Randolph St.

Order from your dealer, and if he does not fill your order WE will.

Refuse to accept Velox not in original packages bearing our trade-mark.

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RESTORES PERFECT MANHOOD.

A Vitalizing Tonic to the Reproductive System.

.. HOWE'S ..

Comp. Damiana Tablets.

Composed of the following:

P. Phosphorus; Ext. Coca; Ext. Nux Vom.; Ext. Corn Silk; Ext. Damiana; Saw Palmetto; Ferri (soluble).

Prepared in 5 gr. tablets. Dispensed in vials at \$4.00 per doz vials. Post-paid for price.

We use the fresh, green extracts in the preparation of Howe's Comp. Damiana Tablets, and believe they have positive merit as a rebuilder.

Free trial package and booklet on request.

THE POWERS MFG. CO.

1022 Walnut St., Philadelphia, Pa

# Up-to-Date Druggists use



They not only save 1 me and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

| Numbers. | Price<br>per 1000 | Size<br>when folded.             |    |  |  |  |
|----------|-------------------|----------------------------------|----|--|--|--|
| I a      | .30<br>-40        | 1% x %<br>2% x 11-16             | 1  |  |  |  |
| 3 4      | -45<br>-48        | 2 7-16x %                        | ļì |  |  |  |
| 5<br>5-B | .50<br>.50        | 2% X I I-16                      |    |  |  |  |
| 6<br>6-B | .70<br>.70        | 3 3-16x3 13-16<br>3 3-16x3 13-16 | ٠  |  |  |  |

Estimates for any size and quantity furnished upon application. Special contracts made with large manufacturers of Rochelle and

Headache powders.
Samples sent FREE on application by mentioning THE SPATULA.

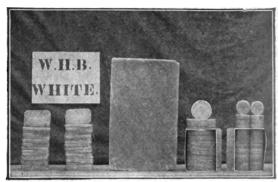
For sale by all wholesale druggists and dealers in druggists' sundries.

A. L. SOUTHER, Gen'l Agent, 73 GREEN ST., BOSTON, MASS.

# Fifty Thousand Pounds

of Stillingia, Blue Fiag, Manilla Leaf, Prickly Ash, Palmetto Berries, Red Wild Cherry Bark, for sale. Prepared to take large or small contracts for all kinds of roots and herbs, etc.

AMERICAN FIBER COMPANY, Box 79, JACKSONVILLE, FLA.



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# W. H. B. WHITE

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PUEÑREEQWAY

Warranted Strictly Pure.

Every cake stamped "W.H.B." and moulded in Round, flat cakes, and packed in 2-lb cartons, in cases of 54 lbs. Oblong cakes, packed loose, in cases of 56 lbs. Ounce cakes in 2-lb. cartons, in cases of 54 lbs. Blocks (plain) of about 8 lbs., packed in cases of 280 lbs.

White Wax, No. 2, moulded in plain, round, flat cakes, packed in 2-lb. cartons, in cases of 72 lbs.

W. H. BOWDLEAR & CO. BOSTON, MASS.

# The Show Window.

Monthly. 58 pp., 24 Full-page Illustrations, with Colored Cover. Subscription, \$2.00 a year, in advance. Single Copies. 20 cents.

THE SHOW WINDOW is now the recognized authority on window trimming in America. From month to month it illustrates all that has been done to make show windows attractive and remunerative, and also tells what may be done. Its writers are the acknowledged masters of the art of window trimming, its suggestions are practical and valuable, its cost so low that all may become subscribers. It is the official organ of The National Association of Window Trimmers of America.

CAXTON BUILDING, CHICAGO.

These Points have been especially Sharpened to be used as Scariflers.

# AVOID SORE ARMS.

Established 1889.

Aseptic Methods.

All animals subjected to Tuberculin Test.

### Inconvenience of the Capillary Tube Overcome. Something New.

Sterilized Ivory Points charged with Glycerinized Lymph.

Furnished by THE NATIONAL VACCINE ESTABLISHMENT, Washington, D. C.

Believing, if you have been using the capillary tube, that you are about tired of its inconvenience, we call your attention to the PROTECTED and STERILIZED IVORY POINT, charged with fluid lymph, and offer you Something Absolutely New in Vaccine. Use it as a scarifer, and as the lymph gravitates to the point, you will work it in while scarifying, thus insuring a higher percentage of "takes." Working it in, also, in a great measure overcomes the slowness in drying of glycerinized lymph.

In all respects The National Vaccine Establishment is thoroughly modern. A percentage of 98 in primary

vaccinations is secured when directions are followed.

Rates.—Ten Points Glycerinized Lymph \$1.00. Ten Dried Lymph Points \$1.00. Prompt attention to mail and telegraph orders. Discount to Health Officers, Boards of Health and drug trade. Send

NATIONAL VACCINE ESTABLISHMENT,

New England Agents, Theodore Metcalf Co., Boston, Mass.

Washington, D. C.

# Advantages of Glycerinized Lymph on IVORY POINTS over Glycerinized Lymph in Capillary Tubes.

z. Great Convenience.—You do not waste time in breaking off ends of capillary tube and fitting on rubber bulb or tube to blow out the lymph.

2. Saving of Time.—One hundred patients can be vaccinated with the ivory point, holding glycerinized lymph, in less time than fifty with the capillary tube. The lymph also dries in ten minutes, against a half hour.

3. Increase of "Takes."—Working in the lymph on the point while scarifying with it greatly increases the percentage of "Takes."

3. Incof "takes

4. Is Aseptic.—That part of the ivory point holding the lymph is hermetically sealed in an aseptic paraffin cell, and cannot meet with pathogenic organisms before it is used. The capillary tube is liable to be infected by handling and by the fingers of the doctor in breaking off the ends.

NOTE.—The English Government, in using the capillary tube, recommends the following outfit: An aseptic metal case holding (1) vaccine tubes, (2) metal scarifier, (3) alcohol lamp, (4) tube nippers, (5) vaccine blower, (6) glass spatula. Our ivory point charged with glycerinized lymph combines them all. 

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A GOOD THING.

**OUALITY** RIGHT. **OUANTITY** RIGHT.



**PRICE** RIGHT. **PROFIT** RIGHT.

RUB IT IN.

For 25 Years

\$1.75 PER DOZEN.

Always sell the best, MIIIIA

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# The WEEKS & POTTER CO., Boston.

Are sampling physicians with their new preparations:

ELIX. HYPOPHOSPHITES, W. & P.

Dexter XXX Whiskey

Ess. Pepsin, W. & P. .

and

Fld. Cascara, Arom., W. &. P.

**QUINONA** 

Retail dealers are respectfully requested to stock the same in case they are called for. Any jobber will furnish them,

# \*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\* Your Autograph

Made into a Rubber Stamp, will save you time and labor in many ways. I will mail, post-paid, on receipt of \$1.00, one of my "Autograph Stamps" (fac-simile of your signature) together with an engraved wood cut (which alone is worth price of whole outfit, and can be wased for printing purposes), also a self-inking pad What more could you expect for \$1.00? As this is a limited offer, don't lose any time but order at once. N. B. When ordering, write with ink and not too large.

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Dating Stamps only 25c., post-paid.



Cancel your Revenue Stamps We will send our 5-5 Air Cushion Cancellor with dates complete for 8 years, postpaid for \$1 00 We are head quarters for everything in the Rubber Stamp line When in need, write for lowest prices, to

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# ADD A NEW LINE.

Embossed Stationery printed from Steel Dies in color will interest your best trade, especially your physicians. Send

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THE AMERICAN EMBOSSING CO.,
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# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scattering about counter FREE

We also print your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

# Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size.—17 cts. profit on each bottle if bought in 3-doz. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.



DECORATED TIN BOXES.

WHOLESALE DRUGGISTS

DRUCCISTS' SUNDRYMEN

# What is It?

It is something that the people want and something that any druggist may handle at a good profit. It has the palindromic name of

# **XANAX**

and is the best remedy for Coughs, Colds, Asthma, Incipient Consumption, etc., that has ever been put upon the market. We have other remedies also that are quick and sure sellers, and give the dealer a good profit. Every pharmacist should send at once for our special offer to druggists. We make it an object to handle our goods.

The Xanax Company, 16 ARCYLE ST., EVERETT, MASS.

# **OUR NEW TABLETS.**

Well Advertised—Demand Assured.

ANTIKAMNIA LAXATIVE TABLETS. FIVE GRAINS EACH.



PAC-SIMILE-RNLARGED.

(A Laxative Analgesic and Antipyretic.)

ANTIKAMNIA AND QUININE LAXATIVE TABLETS. FIVE GRAINS EACH.

FAC-SIMILE-BNLARGED.

(A Tonic-Laxative, Analgesic and Antipyretic.)



ONE SIZE ONLY.

# The Antikamnia Chemical Co., St. Louis, U. S. A.

From all Jobbers—Ounce Packages Only One Dollar. Supplied direct on receipt of price when not obtainable from your jobber.



Sold at Factory Prices by the leading Wholesale Druggists and Druggists' Sundriesmen throughout the country.

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\* cents will give you "Business," the business man's paper, a trial trip for three months. Deals with business matters in a practical manner. Edited by J. S. Robertson, for 8 years advertising manager Robert Simpson Co.'s large department store, and treats specially of advertising. The J. S. ROBERTSON CO., Mail Building, Toronto.

# \*\*\*\*\*\* P. HANSON & CO.

IMPORTERS

Spanish Castile Scap, Powdered Scap. 218 STATE ST., BOSTON, MASS.

"THE BEST TO BE HAD."

Made from the Finest Geratine. No Chemicals used to Clarify.

They Are

Perfectly and Quickly Scieble. Brilliantly Clear and Transparent, Extremely Pliable and Absolutely Tasteless. Made also in CARMINE.

Sample Prices and Terms on Application.

H. PLANTEN & Son, 224 William St., New York. The Pioneer American Capsule House, Established 1836.

Specify and insist on PLANTEN'S EMPTY CAPSULES.

PHYSIOLOGICALLY AND BACTERIOLOGICALLY TESTED. (BLYCERINATED.)

T is a noteworthy fact that manufacturers of vaccine T is a noteworthy fact that manufacturers of vaccine
have generally ignored those rules of rigid surgical
asepsis which have been recognized for years as absolutely necessary when the physician desires to make
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pure cowpox, and to avoid the sores and sloughs which
actually follow the use of vaccine metall canalesda. naturally follow the use of vaccine material carelessly prepared and often loaded with the organisms of ordi-

our Aseptic Vaccine is put up in sealed glass capil-lary tubes, each holding sufficient for one vaccination, in cases of ten tubes, and of three tubes, with small rubber bulb to expel the contents.

List Price, \$1.00 per Case, 10 tubes. List Price, \$5c. per Case, 8 tubes.

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This little device is made of hard rubber, is thoroughly constructed, and where only a limited number of tablets are to be made will serve the retail druggist exactly as well as machines costing ten to twenty times as much. It has been highly recom-mended by those who have used it.

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No. 1, \$1 25, makes ½ gr.; No. 2, \$1.50, makes 1, 2 and 3 gr.; No. 3, \$1.50, makes 1 gr., standard size; No. 4, \$2.00, makes 2½, 3 and 5 gr.
Mailed, post-paid, on receipt of price.
With the Spatula one year, 50c. extra. The Spatula,

Established in 1840.

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Every Scale has our name stamped upon it — none others are genuine.

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ready written, in book form, one ad on a sheet and suitable for every retail drug business. Twenty-five of these are on general subjects and the rest tell convincingly of so many drug store specialties. Just tear out a page, put your name at the bottom and hand to the printer. Every ad fairly bristles with strong points.

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for Window Display" is the title of a book by Frederick Fish, Ph.G., of Orange, Mass. It gives the busy druggist an idea of what to put in the window when he's busy and has no time to formulate ideas himself. Every idea is accompanied by graphic details, furnishing a window trim, original, attractive and out of the ordinary.

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# \* Your Holiday Advertising \*

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must take on an unwonted activity, must possess more individuality, must be more attractive, and must be attended to more closely if you expect to get your share of the season's trade. This is not too early to be hunting around for new ideas. I make it a business to think up plans to sell goods. I confine myself to drug advertising because I am a druggist and know thoroughly drug-store goods. I am prepared to give you some original and new ideas in the way of advertising literature for the Holiday trade. I can serve but one druggist in a town or city and with me it is "first come first served". To get your copy in good season you ought to place your order now.

# FOR \$3.00 & &

(Cash with order.)

I will write an 8-page booklet and "lay out" the cover. I will write this matter in an entertaining and convincing way that will call attention to the goods you have to sell in a manner to command respect and attention, and carry conviction. I will guarantee you satisfaction. I will direct a typographical display that will make a strong and easily read booklet. I will correct the proof. Just send list and prices of the articles you want to sell.

# FOR \$3.00 & &

(Cash with order.)

I will write a series of six newspaper advertisements, calculated to make a special appeal to Holiday buyers. I will direct such typographical display as will make these ads "stick out" from every other ad in the paper. These ads will be written especially for you, will be terse, to the point and resultbringing. They will be a good investment for every druggist. Just send list and prices of the goods you want to sell.

HARRY M. GRAVES, Drug Advertiser.

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The Art of Dispensing.—Treats of all the manipulative details involved in compounding medical prescriptions, special attention being given to dispensing difficulties and to notes on new remedies. This popular work has gone through five editions, and five reprints of the Fifth Edition in ten years. Price, postpaid,

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Written by a Chemist and Druggist for
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The NEW book, full of NEW facts, will be ready in September. It exceeds all previous editions in COMPLETE-NESS and VALUE. Lay aside your old book having either two red labels or two blue labels, and advertise your keepings for latest authoritative information by keeping in plain sight of the doctor, druggist or patient.

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Cloth, extra, \$7.00; best leather, raised bands, \$8.00; half Russia, raised bands, \$9.00.

For facility of reference, Dennison's Patent Index will be inserted for 50 cents additional to above prices.

For Sale by Booksellers, Wholesale Druggists, or by the Publishers, . . . . P. LIPPINCOTT COMPANY. Philadelphia, Pa.



HE DRUGGISTS of this country are the brightest and most intelligent class of tradesmen in the world. They are better educated, as a whole, than can be selected from any trade, and yet in a certain direction, and a very

important one, a majority of them have had little or no education, judging from evidences and results. The amount of care which some of them bestow upon some insignificant detail of their business is surprising when compared with their lack of care regarding its most essential features. It is possible that I, myself, am over impressed with the importance of these essentials. In this I am referring to trade-getting. It has always seemed to me the prime object of every business. In fact, it is that, and that alone, which constitutes business. It is the aim and end of all trade effort. With the druggists, however, to whom I refer, the main issue is overlooked while their time is spent in fussing over some trivial detail which could be left or turned over to an assistant and is often only fit for the boy. I do not lose sight of the importance of details but wish to place them merely in their relative position in the management of the store. The druggists of this country are allowing millions of dollars to go into other channels because they open the doors of a petty shop of illy displayed goods and trust to the grace of a discriminating public to give them their trade. A different state of affairs exists where the -druggist becomes the business man and the merchant-as well as the pharmacist. It is then that he takes his place among merchants and obtains his share of the business within reach. In the first instance he is the drudge who lives by the labor of his hands alone, and the second the business man who lives by the exercise of his brains and his business ability. The one is just as respectable as the other but the result in dollars and cents is widely different and dependent almost entirely upon the amount of intelligence exercised. I am not writing of something whereof I know not, but of things which have often developed under my own eyes, supervision and advice. Where the druggist has become the business man and secured the patronage which is his if he chooses to exercise the prerogative which is the inheritance of everyone who cares to claim it I find with such an one my business opportunities have largely increased. The druggist who is content with a needle and-thread business has no use

for me. He has voluntarily elected to remain small. He lacks the nerve and enterprise which I demand of those with whom I deal. I wish to be useful to the one who wishes to live up to the opportunities within his reach. At first sight this seems to demand greater risk. This is just the issue which it is desirable to avoid. The greatest risk that any druggist of good habits can run is lack of patronage or trade starvation even to the point of failure. More fail from this than all other causes combined. To avoid this all my plans are laid. These plans are based on facts gained by experience. I am working with a customer now, who, before meeting me, did a business of ten thousand dollars per year. His sales now run to five times that amount, and we are hoping to double even this respectable sum within the next three years. The greater sale one acquires when once the proper methods are pursued, the greater the possibilities for enlarging. The greatest difficulty I have to encounter is to get my customers fairly embarked in trade-getting schemes. When once they have learned their advantage they can usually be depended upon, by a little urging, to follow them with increasing possibilities. A letter just received from one of my customers, refitted in August of this year, reports a trade of \$110 per day for October as against \$71 for October, 1898. This is only a beginning in the right direction. \$200 per day is the goal I have set for them and shall not be content till they have reached it. If you are ambitious to double your business it can be done and you are the druggist with whom I wish to correspond and from whom I am waiting to hear. Don't entertain the feeling that you are doing all the business that your location will admit of. Nobody can do that even if they double the business they now have. No matter the size of the present trade, methods can be adopted which will double it. It has been done hundreds of times within my experience and I am waiting to show you how you can do it also, if you care to try.



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# C. H. Bangs' Druggists' Fixture Co.

Jewelers' Building,
Boston, Mass.

# 

Aspirin the substitute for the Salicylates, agreeable of taste, free from unpleasant after-effects.

Heroin the Sedative for Coughs.

HEROIN HYDROCHLORIDE its water-soluble salt.

# Creosote-Carbonate

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# **Guaiacol Carbonate**

the Anti-tuberculous Alteratives and Internal Antiseptics.

Our GUAIACOL CARBONATE (Duotal) and our CREOSOTE CARBONATE (Creosotal) are of the highest standard of purity, and are sold under special license from the patentee, VON HEYDEN. Purchasers of our goods are NOT INFRINGING PATENT RIGHTS.

Sycose the substitute for cane sugar.

Are the latest additions to the list of Bayer's Pharmaceutical Preparations.

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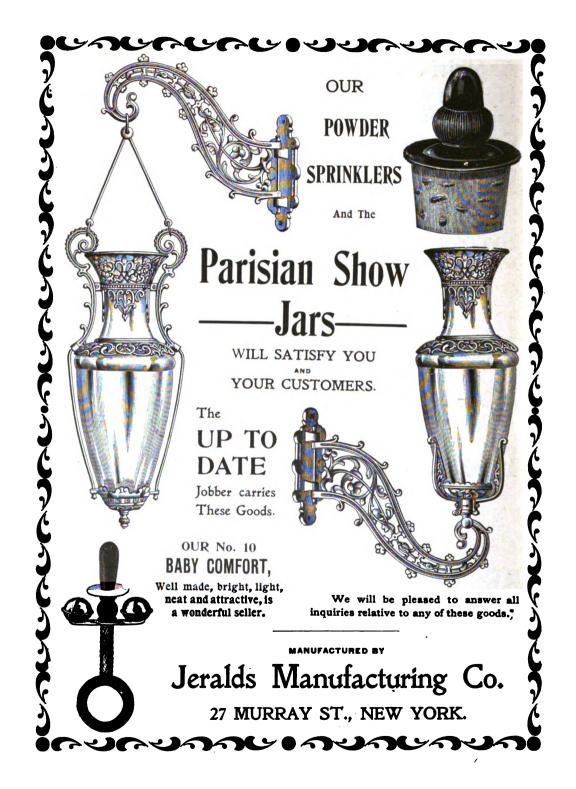
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Put up 80 sticks in printed wood boxes; a striking and desirable novelty just introduced.

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The above kept in stock by all Wholesale Druggists.

Pow'd Root; Pow'd Spanish and dreek Extracts, in convenient packages.

Illustrated Catalogue on application to-

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Packed 48 fivecent packages in a box.

A Handsome Photo Folder in each 5-cent box.

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The Professional Photographer.

Portrait.

# THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. VI

# Boston, December, 1899

No. 3

# The Spatula

An illustrated magazine devoted to the business and professional interests of druggists.

THE SPATULA PUBLISHING CO., Editors and Publishers.

PROFESSOR W. L. SCOVILLE, . . Pharmaceutical Editor.

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Address all correspondence and make all checks payable to

THE SPATULA PUBLISHING CO.,

8 Oliver Street, Boston.

this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.



T is worth a struggle to clean up all your outstanding bills before Jan. 1, so that at that time you may begin the year withany mill-stones about

your neck.

The attention of our readers is particularly invited to the prize that is offered in another column for the best photograph that is in some way connected with the drug business.

Why do not more of our readers let us help them? We have an excellent corps of experts covering every branch of knowledge cognate to the profession and business of the druggist, and each of them is pining to answer questions.

Yes; if you can possibly afford to do so—and it is hard to see how you can not—make each of your clerks a Christmas present. The hole it will make in your cash-box will fill up much more quickly than will vanish the smiles and good will the little tokens will cause among their recipients.

### Resolutions.

Do not wait until Jan. I before making your resolutions for the coming year. Now is the time. Resolve that you will conduct your store in a more business-like way than you did this year, and that under no circumstances will you allow the counters, shelves and show-cases to become littered up with trash as you did this year.

# The Pharmacist's Library.

The Merck Pharmacy in New York was given up a few weeks ago, but its manager, Dr. W. C. Alpers, has established a new pharmacy on similar lines in a more central locality. It is to be a strictly scientific pharmacy, with no soda, toilet articles or side-lines. One of the special features is a pharmaceutical library, which is open to physicians for reference. A pharmaceutical library ought not to be a novelty, but, unfortunately it is so regarded. Nigardliness in this regard is a poor policy, but many pharmacists have not yet learned that fact.

# Evolution.

It is easy to see the evolution of a trade or a profession during a century or a generation; not very difficult to see it after a decade; but hard to find it during a year. Yet each year plays an important part in the summary, and vitally affects those who partake in it. To see the evolution of a year requires a knowledge of the past and its tendencies, a broad horizon, and a close

observation of the trend of the times. It partakes of the nature of a microscopical examination, which must be preceded by a microscopic view to be of value. And it is a part of the shrewd business man's duty to keep ahead of the average citizen in learning and interpreting the evolution of business.

# Mhy?

Our subscribers are not so communicative as we wish they were. hope the excuse in every case is a rush of business that will not allow of even a few minutes' time being devoted to the enlightenment of the rest of the pharmaceutical world on some point concerning which the subscriber, who might otherwise write, has some exclusive information gained from personal experience or observation. There are numerous subjects, many of them perhaps from one standpoint of little importance, upon which the average pharmacist could write a few lines to the enlightenment, encouragement or amusement of his fellow-Why does he so infreworkers. quently do so?

# now far Can You See?

Can you see a year ahead? Or can you look a year back? The former view will of necessity be conjectural, but the latter view ought to be true and certain. But memory is not reliable here, for it is qualified by present moods, and dimmed by the distance that lends enchantment. A good system of book-keeping is essential to a

true view, either backward or forward. If facts are down in black and white, written under present impressions, there can be no doubt of the diversities of the past and their influence upon the year's business. And those facts are worth much in projecting the succeeding year's policy. If you have not been in the habit of keeping books, begin now.

# He to Crade Marks.

An interesting case affecting trade marks has recently been decided in Michigan. A widow objected to the use of the portrait of her dead husband as a trade mark and label for cigars, and carried the matter to a Detroit court where the judge decided "That when a man dies, he has no further rights to his property, his person or his name; that his property descends to his heirs. his body to the earth, and his name to anybody who may want it." This decision has just been confirmed by the Supreme Court of Michigan, which holds: "That so long as the use of the name does not amount to a libel, it cannot be restrained by relatives; and the court raises a doubt whether the living person bearing the name himself has a right to prevent its use for commercial purposes, where no libel can be shown to arise from such use."

# Hout Derfumes.

The recent investigations of volatile oils and the synthetic production of many of the more delicate odors is simplifying the art of perfumery, and is fast bringing it within the reach of pharmacists. One of the greatest obstacles to the manufacture of perfumes in the small way has been the necessity for using fresh pomades, which can only be bought and worked economically in large quantities. But there is evidence that the day of pomades is on the decline, and are even now neglected in some of our fin-



A CHRISTMAS GIFT.

est persumes. Another change is the gradual dropping of ambergris and civet, the first particularly. Very few of the best persumes now contain this rank fixer. It has spoiled persumes enough, and can well be spared.

# Universal Pharmacy.

Pharmacy is fast losing its localized peculiarities and becoming general. The projected Universal Pharmacopoeia will some day become a reality. as the world grows smaller and more familiar. We have an illustration of how close the demands may be in places at opposite sides of the globe, in the queries of a subscriber in Bombay, India. The specific information there sought is not in strict accordance with American demands, but the line of thought is the same. We would be pleased to hear much oftener from our foreign subscribers, of whom the SPATULA has many. It will be interesting to learn of the demands and interests in various parts of the earth-'If you cannot write an article, ask a question, and we will do the best we can to satisfy you.

# Milk and Blood.

The fact is well known that for a long time buttons and various other articles, for which bone is generally used, have been made from congealed blood purchased at the slaughter houses, the blood being treated with some substance that hardens it to the required consistency. The same articles, it appears, are now made from milk, by a process invented by an Englishman-name and location not mentioned—the material used being ordinary skim milk. The process of turning this liquid into buttons, pool balls, combs, backs of hair brushes, and similar articles, consists in mixing it with a substance the ingredients of which are known only by the inventor, and then compressing it; at the end of three days the substance is as solid as celluloid, and ready also to be cut and shaped in any way the manufacturer desires. Buttons are among the chief articles into which this peculiar material is fashioned, and they differ very little in appearance from ordinary bone buttons, and, though of creamy white, can be colored black or red, or any other tint desired, by simply mixing the coloring matter with the milk before the hardening process begins; they are said to possess advantages over those made of bone or celluloid in being less brittle and less liable to chip. For the production of combs the milk substance is remarked as being especially well adapted, as it is smooth and delicate to the touch, and derives from its creamy origin a glossy sur-









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Three Emotions.

# The Origin of fluid Extracts.

BY C. V. EMICH.



HE impressions seems to be very general that this very excellent class of medicines is particularly an American institution,

starting with the peculiar compounds introduced by Mr. Carpenter of Philadelphia. These preparations of Mr. Carpenter were in demand for many years, and only disappeared when replaced by the superior products introduced by Mr. W. Proctor, Jr., and his compeers.

Having occasion to look into this matter of the origin of Fluid Extracts, the writer was surprised to find on an examination of the Philadelphia Journal of Pharmacy (the oldest record he had access to), that the credit for their manufacture is given to England, by Mr. Charles Ellis, of Philadelphia, in an article giving a formula for Fluid

Extract of Senna, read before the Philadelphia College of Pharmacy, November 25, 1834. The language is:

"A class of pharmaceutical preparations has, within a few years past, been extensively introduced into use in England, and to a limited extent in this country, under the name of Concentrated Essences or Fluid Extracts." Then with the fine instincts of the business seer, he goes on to say: "Reasoning from anology, there are yet very many medicinal plants in the vegetable kingdom which may, with great advantage, be subjected to the same ordeal." Mr. Ellis lived to see his anticipations realized.

In the face of this favorable beginning, there is no further mention of Fluid Extracts in the Journal until the Volume for 1842, in which Mr. Duhamel furnishes a formula for Fluid

Extract of Senna, using Hoffman's Anodyne for the correction of the griping so peculiar to Senna and its preparations.

Two years later Mr. Ellis (Dec. 2, 1844), at a meeting of the Philadelphia College, called attention to this Fluid Extract again, and quite a discussion took place, resulting in a promise on the part of Mr. W. Proctor, Jr., to prepare Fluid Extract of Senna, both from the India Senna and the Alexandria Senna. There is no record of the fulfillment of this promise, and the question lay in abeyance until in 1847 Mr. Ellis published a formula for Fluid Extract of Valerian, and in the same Volume, Mr. W. Proctor, Jr., published a formula for Fluid Extract of Rhubarb. Since then the production of Fluid Extracts has been rapid and continuous, and if, as Mr. Ellis states, they are of English origin, the claim can be made that their development and value are due to our own land and countrymen.

The difficulty of getting a start in development, so often witnessed in other matters, is well illustrated by the fact of the lapse of thirteen years from the introduction of the first formula before a second formula followed.

# Don't Yawn.

The article, "Don't Yawn" in November number is worthy of again appearing in your bright paper. I have proved to my satisfaction that the first hour of the day is worth more than the last two hours at night. A pleasant "Good morning" to a customer is more attractive than the dont-care treatment. Your publication I have bound, and consider it a part of the necessary outfit of a store.

CHARLES P. BROWN.

### HIGHER RUBBER PRICES.

Prices in rubber have recently advanced anywhere from two to five cents a pound. In Para, which is a prime grade of rubber, the advance has been four cents a pound. The rise in prices, is explained by the good business among the manufacturers, and the very active demand for rubber from every quarter. The demand for rubber, for rubber goods, bicycle tires, etc., is at present very great, and gives promise of increasing. Even as it is some people estimate the business as twenty per cent. greater than last year. In order to accommodate this there must be an increase in the crop to meet the demand, but even with the estimate of 2,600 tons for November, there will be a shortage, from July 1 to Dec. I, of two and one-half per cent. under last year. There is nothing in sight to create any change or to assure that there will be any easing up in the situation. For this reason the present prices will probably be pretty well maintained.

### STOPS.

Please stop the paper, as I am out of business now. Should I enter again there is no paper I should take sooner than the SPATULA.

Manchester, Nov. 29. '99. N. H. COLBY.



(From photograph contributed to Spatula Photo Club by J. S. Drury, Bakersfield, Cal.)

# The Smatterer.

BY WILLIAM B. THOMPSON.



HE dictionary defines a "smattering fellow" as one who does nothing thoroughly. We meet with many types of this class, in our daily observations, and we notice that trades

and occupations and arts are much afflicted with the genus. In many cases "botchy" work does and will pass by escaping a close, rather than a critical inspection; but in any and all labor and skill which demand thoroughness this individual is never "in it" with credit. This fact is more especially true of an occupation which is conspicuously prominent in painstaking care, in accuracy, in nicety, and in exactness of detail, such as is that of pharmacy.

All these general attributes of habit constitute so important a part of the daily practice, that they can hardly be said to be even secondary or subordinate to the prime essential of education, i. e., knowledge and skill. The character and individuality of a man is always clearly discerned in his work, and this, while it may fail to elicit the expressed commendation of some, does not fail of being observed by others. For an instance, let us take that bottle of medicine, which is to be found in every household in the

land—whether it be the special prescription, or some familiar domestic remedy—it should come to the hands of the sick, bearing all the external evidences, not only of responsible authenticity, but an absolute correctness in the individual work and care which prepared it. This is the education of which we have spoken, and which the "smatterer" never has, and can, therefore, never exercise.

Let us criticise this bottle vet fur-The sensible property of the contents, not being positive, may be obscure to us, but we will assume that it is a correct compound. First, observe the cork; is it well adapted? size just what it should be? has some regard been paid to its quality, and to the fact that its use will be extended for some time? or has an attempt been made to utilize one too large, or too small, with a result that is likely to provoke both patience and patient? Note next the general neatness, trimming and superscription on the label -is the handwriting what it should especially be, clear, distinct, perspicuous, filling the allotted blank space with lines shapely written? Is there no bad English in it, and possibly no bad grammar? Is date and numerical notation distinct? Now, as to the bottle itself, is the surface cleanly and all cracks and abrasions carefully avoided?

This simple illustration of the de-

tail which pertains to the duty of the exact as well as the careless man, may appear to some of your readers trifling, and in others excite but a derisive smile; but instances abound to prove that little things are equally the stamp of character, and that attention to these has led to business fame and fortune. If a high standard of accuracy becomes an habitual practice, then, indeed, we have an apothecary worthy of the name—the fame will assuredly follow. This is the education of which we speak, and which the "smatterer," not possessing, can never exercise. It belongs wholly and exclusively to the practice and experience of good systematic shop-keeping. It can never be acquired under any collegiate instruction. It is vain, delusive and deceptive to expect it or promise it.

We have only casually referred to the prime essentials of the apothecary's education; namely, that of its comprehensive and varied character, with skill and art in a high degree, which can be attained only by the experience and study of years. A good foundation for it, however, must be laid in youth. The man of sciences ought, perforce, to be a man of liberal The apothecary of fact education. ought to be as well informed as the apothecary in fiction, whose education was the means of his fortune and his preferment.

Thackeray introduces the hero of his novel, John Pendennis, as the little apothecary who, although he sold a pennyworth of salts and a cake of fragrant Windsor soap to the casual customer, as well as brown paper plaster to the farmer's wife, yet was a gentleman of good education, gaining the esteem of his patrons, and the confidence of the wealthy and influential. This man ultimately, according to the well-told story, became very comfortable in his circumstances, if not actually rich—nous verrons!

# The Secret of Rubber.

For several years Dr. Carl Otto Weber, the author of a considerable number of papers on the characteristics of India-rubber, has been engaged in experiments respecting the true nature of this material, and of the change which takes place during the process of vulcanization. Were these problems settled, not only could the manufacture of rubber goods be reduced to a more exact science, but the way might be opened to the production of a more satisfactory substitute for India-Rubber than is now known, if not the discovery of an artificial rubber.

Considering the incomplete state of the existing knowledge of India-rubber, from the standpoint of the chemistry, it may seem strange that more investigators have not devoted attention to the unsolved problems. The number of investigators has not been small, by any means, but for the most part they have become impressed, at the outset of their work in rubber, with the idea that years of work might be necessary before results of value could be arrived at. It happens that few men of science are able to work from pure love of their profession. Hence, if the reward which they covet is either money or fame, they must devote themselves to fields in which results may be hoped for short of a lifetime. Dr. Weber thinks, however, that a considerable number of investigators might arrange to work in collaboration in connection with rubber, without the neglect of other subjects, and thus hasten the discovery of the secret of its composition as compared with the time required for the same work to be done by one individual.

# Law of Counter-Prescribing.\*

BY GEO. HOWARD FALL, PH.D., LL.B.



HEN a druggist assumes the responsibility of giving his own remedy, he is bound to exercise care and skill beyond that of

the druggist generally. For he then undertakes not alone to understand the properties of the medicines which he prescribes, and their effect on the human body, but also the physical condition of the patient. He ceases to be a mere compounder and dispenser of medicines; he has entered the broader field of pathology. In such case he holds himself out as possessing the required skill to treat the disease, and if he does not possess it he becomes liable for the consequences.

It is not unusual for a druggist to treat persons who come to his place for medicine. And here, again, the question of contributory negligence must be considered.

A. comes to the druggist and says he wants some medicine to cure a headache, and the druggist gives him what is known to the trade as "headache remedy.'' A. takes it and becomes worse. Question.—Is the druggist Now, it would seem that A. having stated what he thinks to be his disease, the druggist might be justified in giving him the remedy usually administered in such cases; but the rule seems to be that the druggist has no right to trust to the knowledge of A. alone. He must know, as a reasonable man, that the cause of the head-\*Copyrighted.

ache may be such as to require a contrary remedy, and the druggist is responsible for all consequences.

But if A. says that the physician has told him what his disease was, and asks for the remedy, the druggist may give him the usual remedy for such disease. In such case, he may rely on the statement of the physician as told him by A.

There would be a difference between the assumption by the druggist of the treatment of an ordinary complaint and the treatment of complicated cases. But in every case treated by him, he takes the chances of understanding the diagnosis, as well as the treatment. For ignorant and improper treatment, resulting from incomplete diagnosis, by which the patient is rendered worse instead of better, he becomes liable.

If the customer requests of the druggist a certain medicine, even although he states the purpose for which he requires it, he has no redress if the medicine injures him. He has selected his remedy. If it is a wrong one, the mistake is his own; he is guilty of contributory negligence, and cannot recover damages. The difference between the two cases is, that if the choice of medicine is left to the druggist, he assumes the risk, while if the customer chooses his own medicines. the latter must take the consequences. Responsibility follows him who makes the choice.

It makes no difference, in any case,

whether the negligent act is committed by the druggist or by any one acting in his behalf, such as a clerk, apprentice, or otherwise.

Indeed, it must be considered as an aggravation of the injury, if the druggist employed incompetent men or allowed unskilled clerks to do the work

But in either event the principal is liable for actual negligence, no matter how competent he may be; and acting through a qualified assistant does not diminish his liability in a civil suit. The maxim always is: Qui facit per alium facit per se.

# Observations.

COMPILED BY L. A. ELY.

One great trouble in doing a mean action is that you are compelled to associate with yourself afterward.

No one can know the worth of success as well as one who has failed.

Active natures are rarely melancholy. Activity and sadness are incompatible.

Executive ability is the faculty of getting someone else to do your work in your way and to do it well.

Wise people often manage things so that even their burdens can be made to help them along.

There is no such thing as dishonest success. Never steal your neighbor's good name, even though yours is worn out.

A happy clerk is always a useful one.

Don't wait for someone to show you how to do right.

"It is better to be a live mustard seed than a mountain of dead rock" is very applicable to discounts.

Active progressiveness in business never produced a man who could please everybody.

It is a long step towards success to have a start in a store where order is loved and maintained. If one can succeed in making himself and help proud of his store no heights are unattainable.

Americans already pay \$90,000,000 a year for gas, so do not try to crowd more on in advertisements.

It takes more than one crank to turn the wheels of progress.

"I will pay you to-morrow" is part of the bankrupt's assets.

In the barometer of business quick rises often precede sudden falls.

Many merchants who imagine they need more capital, in reality require only more energy and hustle.

An advertisement is about at the end of its usefulness when it only amuses people.

Common sense is not in the same class as genius, but it often gets more of the solid comforts out of life.

Merchants who apologize for the lack of tidiness and order in their stores, yet do nothing to remedy the evil, do not deserve success.

The business world is full of merchants who do not appreciate the fact that they are dead in all respects save physical ones.

The man who has no interest in the success of a store usually has the most to say about how and wherein others fail in doing their full duty.

Clerks who find the most objections to improved methods of handling and accounting for cash are usually the ones whose actions would first be condemned by its useful accuracy.

A business man can always have something good to say of his stock if he always speaks of its goodness.

When a clerk has not ingenuity enough to keep him busy when trade is dull he is not valuable during a rush or busy season.

One will never fall into the clutches of the sheriff who only deals for cash, nor fall into the devil's mire of bankruptcy when he paves his business road with well kept promises.

An old cat is the gravest of all animals, yet was most frisky when young, so have hopeful confidence in the young when the excess of animal spirit finds vent in exuberant joy.

# Urine and Its Hnalysis.

BY W. A. GARDNER, M.A., PH.G.

(Continued from November number.)

### Quantity.

Changes are apt to take place in the constituents of urine. If of any amount and continuous shows a diseased condition. Loss of liquids through other channels (diaphoresis or diarrhœa) diminishes the quantity. Average amount passed in twenty-four hours by a healthy adult about 1500 c. c. or about 50 fl. ozs. The most urine is voided in the afternoon, least at night. Ingestion of large quantities of liquids increase the amount eliminated.

Pathological urine may be increased, diminished or even suppressed. Normal urine when exposed to the air suffers certain changes which often in pathological urine have already taken place in the bladder.

First, Ammonical fermentation which caused by the action of certain micro-organisms on urea resulting in formation of ammonium carbonate, thus causing urine to assume lighter color and a precipitate consisting of normal alkali earthy phosphates, ammonium and magnesium phosphate, ammonium urate and calcium oxalate often appear.

Second, Fermentation changes, in consequence of which nitrates reduced to nitrites and of the formation of sulphuretted hydrogen.

Third, Such fermentation resulting in formation of acetic acid and other volatile acids. These are not so important nor frequent. More urine is given off in winter than in summer, the temperature being lower. Perspiration helps to eliminate water freely; then, too, men pass more than women.

### Reaction.

Normal, slightly acid, is due probably to presence of acid sodium phosphate, or may be due to uric acid.

If alkaline or very acid, abnormal.

A highly acid urine shows too much uric

acid present, while an alkaline one shows ammonia or alkali salts.

To differentiate between the latter, filter and allow filter paper to dry. If color disappears, due to ammonia. If color remains unchanged, due to alkali salts.

### Odor.

That of normal spoken of as aromatic or urinous. Odor, however, varies according to intensity of concentration.

Aromatic odor, it is claimed, due to presence of minute traces of certain organic acids, among which are phenylic and tauriylic.

Certain drugs, such as cubebs, oil of turpentine, etc., impart their characteristic odor to the urine when taken into the system.

Diabetes urine has fruity odor, that of bananas. A peculiar fetid odor results when eating asparagus.

Workmen employed in closed rooms in which different kinds of pigments and lakes are used, often pass urine which possesses the characteristic odor of such substances. This doubtless accounts for the fact that persons following such occupations are affected more or less with disorders of the bladder.

Pathological urine often possesses a decided ammonical odor as in cystisis and kindred diseases, due to decomposition, which same takes place before elimination.

## Specific Gravity.

Specific gravity normally may be stated as 1015 to 1025. It may run as high as 1030 or as low as 1005 without meaning anything.

For taking gravity use an instrument called a urinometer. Be careful not to touch jar on inside with it, and first test with several salt solutions to see if correct. Then fill tube nearly full, slowly put in urinometer, then fill up to top, hold upon level with eyes, stand with back to light and examine, reading from lowest point to meniscus. A higher specific gravity than 1030 might indicate glucose and less than 1015 albumin. It can, however, contain glucose or albumin with either a high or low specific gravity.

### Albumin.

Albumin is derived from the blood, normally not in urine. If found once does not indicate anything, especially the matter, but occurring from day to day disease is the condition. Albumin is coagulated by heat. If in minute quantity heat alone fails to bring it down. Heat with a drop or so of nitric acid, (HNO<sub>3</sub>) boil and filter. If it becomes turbid, due either to albumin or earthy phosphates, add a few drops more of the acid and stir. If dissolved, it is earthy phosphates; if no change, shows albumin to be present. Other tests might be used to confirm, e. g., potassia mercuric iodide test. Bichloride of mercury, 1.35 gms.; potassium iodide, 3.32 gms.; acetic acid, 20 c.c.; distilled water to make 100 c.c. Dissolve salts separately in water, mix the so lutions, add acetic acid and balance of water.

Reagent being of a higher specific gravity, contact method employed. First introduce reagent into test tube, then add the urine. This test by Gauret considered most sensitive for albumin. Used also in testing for peptones; to differentiate, gentle heat is applied. If due to peptones, the precipitate is dissipated, while, if albumin, remains constant.

Ferro cyanide test: Reagent in this case use a solution of potassium, ferro cyanide, I in 20, but first make urine acid with acetic acid. After mixing urine and reagent together allow to stand. If become turbid due to albumin or contrariwise absence of a reaction, absence of the thing sought for.

### Quantitive Estimation of Albumin,

Eshbeck's Method: Use Eshbeck's reagent and graduate cylinder. Reagent made as follows: Dissolve 10 grs. picric acid and 20 grs. citric acid in enough water to make 1 litre. Fill cylinder to U mark with urine, next reagent is added to the R mark, close with rubber stopper; mix together thoroughly by inverting same a dozen times, shaking must be

avoided and set aside for twenty-four hours. Then read off the number of grams of albumin per litre as indicated by figures at level to which albumin has settled. Volume percentage of albumin found as follows: Remove decimal point one figure to left. For example, 5 grs. per litre would be 0.5 per cent. of albumin. A fairly accurate result can thus be obtained.

### Glucose.

This is derived from starchy food substances taken into the system to supply warmth.

If eliminating is transitory, it is called Glycosuria; if constant, Diabetes Mellitus. This is very serious, known also as grape sugar.

Quantity eliminated in twenty-four hours, 100 to 200 grs. very common. In alkaline solution sugars act like aldehydes, i. e., reduce metallic salts to the metals themselves.

Test known as Fehling's:

- (a) 14 Copper sulfate, (nice fine crystals) 34.64 grs. Dissolve in water.
- (b) H Rochelle salts, 173 grs.; sodium hydrate, 80 grs. Dissolve in water.

Make both solutions up to 500 c.c. and mix(b) with (a).

Then every 10 c.c. equals 1-500 gms. of Glucose will take all color out of 10 c.c.

Take about 3-4 c.c. of Fehling's, always testing your Fehling's solution as follows before using, by heating this in test-tube bring to boil. If it turns red, shows decomposition of this reagent, hence, worthless for test. It should remain bluer in color. You then add to Fehling's an equal amount of urine. If yellow-brown precipitate forms which sinks to bottom, a heavy powder, glucose. If same flaky, indicates earthy phosphates. If sample of urine you are working on has albumin in it, you must first get out by filtration ere this test for glucose is accomplished.

Place urine in Burdette dilute 1 in 10 or 1-2. Calculation is based on number of c.c. used allowing for water added. Then form your equations.

Number c.c. is to .05 as amount passed is to X (quantity of glucose present).

c.c.: .05::amt. passed:(4).

(To be concluded in January number.)



# Thinking Hout It.

# Bitter Oranges.

BY H. H. ROBINS.

(Read before the Chemists' Assistants Association of England, Nov. 16, 1899.)



N the London market this fruit is known under the name of "Sour Oranges."

They are chiefly imported from Malaga, Seville, and Mes-

sina. In this order they arrive. The Malagas have just now commenced, but they are very pale in color, the Sevilles reach us about Jan-

uary, and the Sicilians February and March. Malaga supplies the largest quantity, and Seville the smallest, but no statistics are obtainable. There is in certain quarters an impression that only this latter fruit is the official variety. This error probably arises from the Seville district being the first to put on the market bitter fruit.

I was shown this week, by a firm of City brokers, a catalogue of a fruit sale in the year 1776. It contained a lot of six cases of Sevilles, but no mention of any other kind.

It was customary twenty years ago to speak of all bitter oranges as "Seville orange."

In Bentley and Trimen it is stated that "the fruit is imported from the South of Europe, and is known in London as the bitter orange, or Seville orange."

The London Pharmacopæia, 1857, orders "peel dried in February, March and April to be used."

The B. P., 1864 and 1867, describes ripe fruit imported from the South of Europe.

In the additions to the B. P, 1874, ripe fruit, under the name of bitter orange, was introduced, of which tinct. fresh peel was then ordered for the time. The present B. P. simply mentions the peel of bitter oranges, and, from the description given of the fruit, only the fully matured is intended.

The bulk of fruit imported is used by confectioners for making orange marmalade and preserved peel. Distifiers are large users of both the dried and fresh peels in the manufacture of cordials, liqueurs, orange wine, etc. The drug and mineral water trades consume comparatively a small quantity. The outer part of the pericarp is the only official portion of the fruit used, so producers of this are left with the remaining pulp and pith.

These are known by them as "dummies," though they nevertheless help to produce a special transparent kind of marmalade, much in favor with the Scotch. It is important to use peel from ripe fruit in the official preparations, for then only is the full flavor of the essential oil obtained.

The present tincture is a good preparation; but it would be improved if it contained more of the peel.

Last season I secured representative samples of ripe fruit from each of the before-mentioned sources, and the tinctures shown were made respectively from them.

The specific gravities and extracts obtained by evaporating the tinctures in a water bath until they ceased to lose weight are as follows:—

| Source of Fruit. |  |   | Te | Sp. G.<br>mp:60° F. | Grains Extract<br>per Fl. oz. | % | Extracts |
|------------------|--|---|----|---------------------|-------------------------------|---|----------|
| Malaga           |  |   |    | 0.8808              | 9-05                          |   | 2.35     |
| Seanife          |  |   |    | 0.8808              | 8.47                          |   | 2.20     |
| Messina          |  | • |    | 0.8811              | 9.04                          |   | 2.35     |

It will be found that the tincture made from Messina fruit has the finest aroma, and this when diluted with 500 times its bulk of water still possesses an orange odor. This, under similar conditions, is not perceptible in either of the other samples.

There is, apparently, no difference in their relative bitterness. This property of the peel is fully developed in its unripe stage, and preparations made from such fruit are doubtless as useful for tonics as those made from the ripe, but they are certainly not so pleasant.

The percentage of extract in these tinctures is no guide to their strength.

The pith from lemons will yield more extract to 56 o p spirit than the rind (the outer part of the pericarp), and the same is no doubt true of the orange.

Oil of orange is almost entirely volatilized at the temp. of a water-bath, and any results obtained by such a method are absolutely misleading.

I probably ought to mention a variety of bitter orange that comes in small quantities from Jaffa. This fruit is better grown and finer in every respect than that from any other district.



A GOOD AD.



# Photography.

CONDUCTED BY CHARLES J. BURGESS, M. D.

# Prizes.



HE SPATULA
offers a cash
prize of five
dollars to
any of its
readers for
the best photograph re-

presenting a subject in some way connected with the drug business. A photograph containing some element of life, such as a child, a cat, a dog or a bull-frog, will probably stand a much better chance of getting the prize than one representing inanimate objects entirely.

There is no restriction as to size or materials used. What we want is picturesqueness and originality. The competition will close March 15, 1900. The SPATULA reserves the right of keeping and reproducing any of the photographs it may select.

It will be much better to send in the photographs as soon as possible, rather than to wait until the last minute. There will be no limit to the number of prints any one person may enter. The photographs need not be mounted.

# Negatives.

Some Defects and their Causes.

Foggy all over, excepting where covered by rebate of the dark slide or plate holder, indicates that the effect was produced in the camera, either by leakage through some hole in the bellows, lens flange, dark slide grove; or that the plate was over-exposed, or that the sun was shining directly onto the glass of the lens. If the rebates are also fogged, it indicates faulty dark-room illumination before or during development, contaminated developer, excess of alkali, deterioration of the plate due to age, damp vitiated air, or impure paper in contact with the film, etc.

Abundant detail in the shadows, but lacking in contrast, indicates lack of contrast in the subject, etc., flat lighting in portraiture, over-exposure and too much alkali in development, using a spent developer, or using too weak a developer too short a time.

No detail in the shadows, with excessive contrast indicates short exposure, too great contrast in lighting of the subject, or using a developer very strong in restrainer.

Clear shadows, and weak in contrast, usually are due to too short a time in development, or due allowance for the loss in the fixing bath not having been made.

Round or oval clear spots, with sharp, dark edges, are probably due to air bubbles clinging to the plates during development.

Fine, clear spots, usually due to dust on the plate during exposure, or grains of sand, etc., clinging to the plate while developing.

Opaque spots after fixing, are caused by sand, etc., in the fixing bath, using a dirty or spent bath, or are due to defective gelatine in the emulsion of the plate.

Yellow staining of the film, when using pyro, where the sodium sulphite has not been sufficient in quantity or defective in quality, comes from using an old pyro developer or a a fixing bath that has been kept and used for some time.

General mottling of the film may arise from packing the plates in contact with impure or very uneven paper. More often it is due to imperfect fixing by using a spent bath or one partly decomposed by acid or alum.

Irregular lines and patches of uneven density are often due to lack of art or dexterity in pouring on the developer at the onset in one steady sweep, so that it passes all over the plate in an unbroken wave.

Finger marks are due to touching the film with fingers the least moist or greasy.

Clear corners are made when the lens does not properly cover the plate.

### A Negative Register.

A list of one's negatives is always useful, and particularly so if it contains a print from each. A most convenient way to make a register is as follows:

Cut some pieces of ferro-prussiate paper in strips an inch longer than the width of your negative, and about one fourth of their length. Print from the negatives on to these pieces, keeping the printed portion in each case toward the right hand end of the paper, so as to leave an unprinted strip an inch in width on the left.

When these prints are washed and dried, the name and number is written in the lower right hand corner with a fine pointed camel-hair brush dipped in a solution of potass. oxalate (1 part in 6 parts of water.) The writing appears in white letters on the blue background.

These blue-prints are then bound in packages of twenty-five with a paper fastener or a strong thread, passed through the unprinted portion on the left.

Particulars concerning the negative can be written on the back of the print. The system has the advantage that one can glance through the entire list of negatives in a few moments.

To Ascertain if a Negative Has Been Properly Exposed.

Take the negative when it is thoroughly dry and place it over a black cloth, turning it in such a way that the light strikes it at a certain angle, which will soon be found. The test consists in turning the gelatine side alternately up and down, and noting that,

ist, If the gelatine side shows a positive image, and the glass side none at all, the plate has almost certainly been under-exposed.

2nd, If the negative shows a positive image on the glass side, and none on the film side, the plate has been considerably over-exposed.

3d, If no image be visible on either side, or if an image of equal strength can be seen on both sides, the exposure may be considered as correct.

4th, If the image remains invisible, it is because the exposure, while being all right, has been somewhat long.

### How to Treat Scratched Negatives,

At a recent lecture before an English society the speaker drew the attention of the meeting to a remarkable discovery he had made, quite accidentally, whereby he has been able to produce perfect slides and enlargements from negatives that have been inadvertantly scratched,—negatives which in the ordinary course of procedure would have been relegated to the ash box.

The speaker said that by rubbing a little vaseline into the scratch before printing, no trace of the damage is discernible in the resulting positive. He showed examples on the screen made from badly scratched negatives before and after treatment. In the first the evil effects of the damaged film were only too apparent, but in the second slide there was

absolutely nothing to suggest that anything had been amiss.

This little dodge proved equally successful with paper enlargements.

In a negative of a country view the film had been scratched right across a clump of trees in the middle of the negative, showing as a black line in the enlargement; but, by the use of vaseline, this mark was entirely absent in the subsequent picture, its place being taken, in some unaccountable manner, by the lost detail.

Reproducing Cracked Albumen Prints.

Before photographing the print to be reproduced, rub the same thoroughly with glycerine, using the finger; then proceed to brush the glycerine over it evenly with a broad camel-hair brush.

A Slow Reducing Bath.—Sometimes, when the reduction of a negative is necessary, it is well to have at command a reducer which will act very slowly, and it is possible that the following bath, recommended by Prof. Lainer, may in such cases be useful: Potassium Iodide, I part; Hyposulphite of Soda solution (I-4), 100 parts. The reduction proceeds gradually without loss of the more delicate detail. After an hour the action can be observed, and in from eight to ten hours even dense fog will disappear. The gelatine film is not loosened, in fact a hardening can be observed.

Iron, Copper and Mercury chlorides, if added to the fixing bath, will also have a reducing action, but are less applicable, because they re-act with the hypo. No advantage is gained by using a larger quantity of Potassium Iodide.

Developer in Powder Form.

Please publish a formula for developer in powder form?

A. J. B.

Gladstone, Mich.

Metol, grs. iss; na. sulphite, grs. xlviii; hydroquinone, grs. vi; na. carbonate, grs. 40. Wrap the metol and hydroquinon in a piece of waxed paper, and the sulphite and carbonate in another; or put in small homœopathic vials and seal with parrafine wax. Directions. Add the contents to 4 ozs. of distilled water and stir until the ingredients are dissolved.

# Strange Photography.

Editor Spatula: I have something to relate to you which may be of interest to the readers of your journal. I should like to know if other of your photographic readers have known of similar occurrences. A certain gentleman's wife was afflicted with some kind of nervous trouble, and for several months would sit in a certain position in the same spot before a coal stove and rock in a rocking chair, gazing into the stove. She finally died, and the husband, one day sitting in a similar position to that always taken by his wife, imagined he saw the wife's photo in the stove. Upon investigating, a correct likeness was taken upon a mica in the stove. The husband removed the mica, and at the studio, a business card of which I enclose, had it copied, and could not be a more perfect likeness. Mr. Walker will verify this story, and give names and address of party, which he says is the most peculiar circumstance he ever heard about, and he has been in the business twenty FRANK W. DORR.

582 Mack Ave., Detroit, Mich.

# Spatula Photo Club.

For the benefit of those who are not already members of the club, we repeat membership in it as free as salvation. All that is necessary for the applicant to do is to send to the SPATULA twelve unmounted photographs of any one subject accompanied by a two-cent stamp. These the BPATULA will distribute among twelve other members of the Club, and he will receive in return a collection of eleven other photographs contributed by as many other members of the club. There are no restrictions as to size, quality or subject. The title of the picture and the name and address of the sender must be written or stamped on the back of each photograph.

Among the recent contributions to the club were the follow-

ing

"Once a Grist Mill," H. F. Honikel, Albany, N. Y.

"Lone Storm Tree," H. De Forrest Smith, Ph. G., Boston.

Ph. G., Boston.

"The Mountain Stream," W. C. Wright,
Rockville, Conn.

"An Animated Leaf," Geo. W. Moses, Reading Mass.

ing, Mass.
"Treed," T. Wesley Richardson, East Helens, Mont.

"Summit of Mt. Whitney," J. S. Drury, Bakersfield, Cal.

"The Public Garden, Boston," Harvey Sutherland, Winchester, Mass.
"Houseboat," S. C. Hall, Jamestown, N. Y.

Digitized by Google

"Ann Hathaway Cottage," C. H. Clark, W. Brookfield, Mass.

"Tipple No. I," Jas. T. Moran, Tracy City,

"Echo Bridge, Newton, Mass.", Miss Florence M. Kinney, Newton Highlands.

"The Wanderer," Mrs. J. T. Walker, Holstein, Iowa.

ME Please be careful in sending in photographs to see that they are not sealed unless full letter postage is paid upon them.

Photographic Periodicals.

Wilson's Photographic Magazine (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

witton, New 1072.

\*\*Authony's Photographic Bulletin (monthly), \$2.00 per year rith Spatula, \$2.90); 25 cents a number. New York.

\*\*Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00); cts. a copy. Half-tones in colors, heliotypes and photogra-

15 cts. a copy. Half-tones in colors, heliotypes and photogra-vures in every issue. Boston. The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); to cents a copy. Edited by Edward W. Newcomb, New York. The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Chicago.

The Photo-Bisiture (monthly), \$2.50 per year (with Spatula, \$3.00); 25 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents a copy. New York.

Photographic Life (monthly), \$1.00 per year (with Spatula,

\$1.50); 10 cents a copy.

### India Rubber and Gutta Dercha.

India rubber is of a soft, gummy nature, not very tenacious, astonishingly elastic.

Gutta percha is fibrous, extremely tenacious, and without much elasticity or flexibility.

India rubber once reduced to a liquid state by heat, appears like tar and is unfit for further use.

Gutta percha may be melted and cooled any number of times without injury for future manufacture.

India rubber coming in contact with oily or fatty substances is soon decomposed and ruined.

Gutta percha is not decomposed by coming in contact with oily or fatty substances.

India rubber is ruined by coming in contact with sulphuric, muriatic, and other acids.

Gutta percha resists the action of these and nearly all acids.

India rubber is a conductor of heat, cold and electricity.

Gutta percha is a non-conductor of heat, cold and electricity.

### Prices Going Up.

The following firms, which are only a few among hundreds doing the same thing, announce an increase in price on goods manufactured by them, because of increased cost of raw materials.

The Florence Manufacturing Co., Florence, Mass., tooth brushes.

Murphy, Leavens & Co., Boston, brushes. The George G. Page Box Co., Cambridge-

port, Mass., boxes.

The china and pottery manufacturers of Trenton, N. J., who make many goods used by druggists: The Trenton Potteries Co., John Moses' Sons Co., Cook Pottery Co., Jas. E. Norris, Willets Mfg. Co., International Pottery Co., Mercer Pottery Co., Maddock Pottery Co.

F. Huhn, New York, labels and boxes. Jordan & Christie, Boston, brushes.

Keuffel & Esser Co., New York, drawing materials, etc.

Winser & Dormitzer, New York, pill and powder boxes.

### TO CURE CONSUMPTION.

Dr. A. R. Jenkins, a Chicago physician, says he has discovered a tuberculin that will cure consumption. It is a serum which, he says, will reveal the presence of tuberculosis before it can possibly be detected by the use of the ordinary means used by physicians. Dr. Jenkins studied under Prof. Koch, the discoverer of the bacillus of tuberculosis and the discoverer of the Koch lymph. He declares Koch's lymph used properly would have been more successful.



ARRIVAL OF SANTA CLAUS.



[It is the wish of the editor of this department to make it of as great practical value to the readers of THE SPATULA as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

### Colorless Hypophosphite of Iron.



INCE answering our New Mexico correspondent in our last issue, we have found some more information on the subject. F. W. Hausmann says that when ferrous sulphate and calcium hypophosphite are mixed in molecular proportions in solu-

tion, and the filtrate is made into syrup, the latter slowly precipitates. To prevent this he recommends to precipitate the iron hypophosphites in acidulated solution and in presence of an excess of hypophosphites. He directs to dissolve 64 grs. of crystallized ferrous sulphate in 12 drs. of water, and 40 grs. of calcium hypophosphite in another portion of 12 drs. of water and mix the solutions. Chill the mixture and filter out the precipitated calcium sulphate. To the filtrate add the additional portion of calcium hypophosphite which is to enter into the finished syrup, about 2 drs. of hypophosphorous acid to aid in dissolving the salt and to produce a colorless syrup. Allow to stand twenty-four hours, during which the greater portion of the calcium sulphate will separate out. Now add the sodium and potassium hypophosphites and when they are dissolved filter and add the sugar. The hypophosphorous acid not only insures a colorless

preparation but prevents the formation of basic ferric salt, which is less soluble. If a greenish syrup is desired, 5 grs. of citric acid may be used in its place.

The above quantities of iron sulphate and calcium hypophosphite will yield 48 grs. of iron hypophosphite. For manganese hypophosphite use equal weights of manganese sulphate and calcium hypophosphite and about a fifth more of manganese sulphate than is desired of the hypophosphite.

### Alcohol.

L. M. G., No. Reading, Mass., asks if alcohol quoted in the SPATULA at \$2.35 means cologne spirit or common alcohol.

It means common alcohol. Cologne spirit cannot be sold at that price. For flavoring extracts the high-grade cologne spirit sold at \$3.20 to \$3.50 is not needed, but a good grade of alcohol is necessary. The cheap grade contains an excess of aldehyde which gives a strong, coarse odor, which will spoil a good lemon or orange or vanilla odor and make the extracts appear coarse. This is just the point where some manufacturers fail,—in paying too little attention to the quality of the alcohol they use. An agent of the alcohol firms, such as advertise in the Spatula, will show you how to select alcohol.

### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to fi we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

### Vanillin.

"About Vanillin crystals,—do they change in different times of the year? And how long will they keep in the original tin boxes without losing strength?"

Vanillin does not fluctuate much in price, but it varies considerably in quality. It is one of the most largely adulterated products on the market. The chief adulterant is acetanilid, which does not affect its odor but reduces its strength and modifies its flavor. It will pay you to stick to some reliable firm in buying this article.

### Preservaline.

B. G., Hamilton, Quebec, asks for a formula for Preservaline; this to put into pickle to preserve it.

Pharmaceutical formulas says that Preservaline is a mixture of equal parts of borax and common salt, sufficient of a rosaniline color being added to give it a cherry tint. This is better adapted for a meat than a pickle preservative, though it might be used for the latter purpose. Usually, pickles need no preservative because both the acetic acid and the spices act in this way.

### Hair Oil.

M. W. R.'s attention is called to the fact that anonymous communications are not in good form. If he desires our assistance he must comply with the conditions.

### A Good Germ Food.

J. W. B. & Co., Orland, Cal., asks for assistance in the following preparations: Sodium phosphate, I oz. troy; sodium nitrate, 6 grs.; citric acid, 68 grs.; water enough to make 2 fl. ozs. They state that it "forms clouds" after a time, which make it undesirable to keep it on hand bottled.

All citrate solutions are prone to develop fungus growths on standing, and probably this preparation would form it the more quickly and abundantly because of the phosphate and nitrate which are both excellent foods for these bodies. Probably the only remedy is some antiseptic, such as salicylic acid, in the proportion of 7 1-2 grs. per pint.

### An Unnecessary Question.

C. G. W., Lynn, Mass., writes, "In your formula for the making of solution of Pepto-

nate of Iron you do not say what soda is meant. You say a 5 per cent. solution of soda, but I do not understand what kind of soda to use. Please tell me."

Evidently our correspondent is one who finds it easier to write a letter and ask a question than to look up a subject for himself. Surely he must have a Dispensatory in the store if not a Pharmacopœia. A five-minute perusal of either would have shown him that only one thing can be properly called "solution of soda" and that the Pharmacopœia recognizes only one "kind of soda." If our correspondent doesn't put more judgment into the working of our formula we predict for him a disappointment in results.

### A Meerschaum Pipe.

W. S., Brooklyn, N. Y., asks for a process for boiling a meerschaum pipe to remove the color produced by boiling it. That is, to put it into such a condition that it will color evenly.

This is hardly a pharmaceutical question and we do not pretend to know anything about the subject,—not using a meerschaum pipe ourselves. We presume that it may be decolorized by boiling in solution of chlorinated soda,—the combined action of alkali and hypochlorite ought to be effective and without injury to the pipe. As for the subsequent coloring, that will be more a condition of use than of preparing the pipe, but just what the best conditions are we do not know.

### A Batch of Indian Drinks.

"Joy" of Bombay, India, asks us for the formulas for the aeratea drink adjuncts.

Most of these are entirely new to us, and are of a kind not in demand in America. There is a considerable sale in England and some of her colonies for fermented beers in stone bottles. Of late years there has been some demand for root beers in America, made by fermentation from proprietary extracts, but there has never been any demand for home-brewed ginger beer.

Some of our correspondent's desires are for formulas along this line, made by aeration instead of by brewing, but in imitation, apparently, of the brewed beers. We cannot be of any assistance on these. The Barm Beer

Milky, Essence of Stone Barm Beer and Foot Ball Punch, which he asks for are entirely new to us.

Hop Ale we find in Pharmaceutical Formulas as follows: Tinct. of hops, 4 ozs.; tinct. of chiretta, 3 ozs.; essence of pineapple, 1-2 dr. One to two ounces of this essence is to be used with each gallon of syrup. It may be made more bitter by the addition of about two ounces of compound infusion of gentian, or more pungent by a like quantity of soluble essence of ginger.

Essence of Green Ginger is also new to us. The essence of ginger most used is the soluble essence made by mixing 335 c.c. of fluid extract of ginger with 100 of powdered pumice in a bottle, and adding water enough to make 1000 c.c. of fluid. The water should be added in small portions, shaking for a few moments after each addition. The mixture should then be shaken occasionally during twenty-four hours and then filtered. makes a ginger solution which mixes clear with syrup and has a good flavor. To our mind, however, a fluid extract of ginger made with 40 per cent. acetic acid has a better flavor, and would be better adapted for an essence of "green ginger." Of course the quality of the ginger used has much influence too. A mixture of 4 parts of Jamaica ginger with one of African ginger gives the best results.

Capsicum for Fortifying. In America the ordinary tincture of capsicum is used for this purpose. It can be rendered more soluble by treating in the same manner as the ginger, if so desired.

Foam with saponi. Tincture of quillaja is used here mostly. It is made by exhausting 200 parts of ground soap-tree bark with boiling water, evaporating to 600 fl. parts and adding 400 fl. parts of alcohol. This is the most efficient and powerful foam-producer we know. From half a dr. to 2 drs. per gallon of syrup is all that is needed. Tea-seed cake, which is very cheap in India, can be used in the same way. This contains a considerable proportion of saponi.

Kola Champagne and Orange Champagne we find no formulas for. Probably a satisfactory preparation of these could be made by adding an equal volume of claret wine and some acid to any good kola or orange flavor. A wine of kola with some pineapple flavor and the claret, for instance, would make a kola champagne, and a tincture of fresh orange peel with claret.

Preservative Solution for Syrups. If the syrups are made dense enough with sugar, none is needed. The Concentrated Fruit Syrups, which are the ones needing permanent qualities, are usually prevented from change by the density of syrup. When a preservative is needed, nothing is superior to salicylic acid, in the proportion of 1 dr. to a gallon. It is the only really effective thing which will not change the flavor of the syrup that we know of. If it is desired in solution it may be dissolved in alcohol.

### Caoutchouc Cements.

- 1. A solution of 100 parts of finely cut India rubber, 15 parts of rosin and 10 parts of shellac in carbon disulphide.
- 2. A mixture of I part of caoutchouc, 7 parts of mastic and 50 parts of chloroform.
- 3. For repairing rubber soles of shoes, equal parts of the following solutions are mixed:
  (a) 10 parts of rubber dissolved in 250 parts of chloroform; (b) 10 parts of rubber, 4 parts of resin and 40 of turpentine mixed together and dissolved.

Me Send in your questions, we don't know everything, but we have facilities for finding out a great deal.



A BITTER DOSE.
(Duplicate 50c., with the Spatula one year, \$1.25.)



# Dollars & Cents

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CONDUCTED BY HARRY M. GRAVES.

Advertising Hot Soda.



HE making and selling of hot soda has become of late years quite a trick. Especially has this become quite a factor in the business of the druggist in the larger towns and smaller cities.

The small and strictly summer towns do not get much out of hot soda and I have never found a way to work up a hot soda business in these localities. I have no doubt that it can be and is done, but I can think of no method which will prove at all commensuarate with the business that you could hope to do. Where it is already reasonable to suppose that hot soda will go, the matter of getting your share of the business demands serious attention at your hands.

We will let the matter of the apparatus, etc., go, taking it for granted that you have an adequate one and that you serve the best hot soda and in a thoroughly up-to-date manner. Window strips and store cards are an important factor of calling the attention of the people to your product. These cards should be simply but distinctively gotten up and their wording as unconventional as possible—you know—the sort that attracts atten-

tion. These few may help, "Warms through and through—Our Beef Tea," "Warms from within, out—our Beef Tea," "Rich true Chocolate, both meat and drink," "Invigorating, Hot Clam Broth," "Takes the frost out—Our Hot Beef Tea," "Hot enough to be bracing, not too hot to suit, our Hot Soda," "Whipped sweet cream in our Hot Chocolate."

Newspaper ads may take on for a while this same sort of argumentative brevity. In a three or four inch single column, space statements like the above would "stick out" and would secure results because every word is an argument. A Hot Soda Menu could also be made effective. Make it attractive and make it a point to distribute as many of these as possible by inserting one in every package that leaves your store.

A specially gotten-up booklet especially distributed would probably be as convincing as anything in the way of calling attention to your hot soda. Here you could go into detail about each drink, presenting argument after argument, breaking down all possible opposition, securing actual patronage A booklet of this sort is an absolute necessity as an initial effort to introduce and call attention to your hot soda. Distribute them to members of the city government for example and to

all prominent people in your town or city or community. Do this by mail.

Insert a coupon redeemable in soda. Make a study of the situation and think up some dignified schemes, especially applicable to your particular case. There are conditions here that, if appealed to aright, are productive of great results. I can't suggest methods which will create a demand in individual instances, because I don't know the needs and wants and likes and dislikes of your community.

### Let us Help You.

Now take hold and help make this department of value to every reader. It can be done easily enough if you will take enough interest to write me of your advertising situation. If I can suggest something that will help you, I will, and it will not only assist you, but probably many others who may be similarly situated as you are.

Let us have an excedingly interesting "quiz department" in our next number. If you haven't the time to write an outline of your advertising troubles just submit a sample of your advertising efforts. Perhaps I can suggest a way to make your next effort stronger. I want to make this department of the greatest assistance to every reader and stand ready to do everything to bring this about.

### In College Towns.

I have before me a letter enclosing two samples of advertisements from W. B. Kilgore, a pharmacist of Des Moines, Ia. The two samples submitted appeared in two respective college publications and for that reason the lack of definiteness apparent may, perhaps, be excusable. They are plain and outspoken relations of facts and are so much better than the ordinary similar announcements that all possible credit should be given them. I happen to have had quite an experience with college publications, and it has taught me that the best results come when I take one subject or line of goods and treat of it definitely, giving prices where possible in the announcement. Select the line most likely to make the strongest appeal and tell of it convincingly. Get the people to your store—that's the primary motive of any advertising—you must do the rest. The type display in the Kilgore advertisements is simple and therefore strong, and no suggestions are necessary here. Be more specific and confine yourself to one article or one particular line of goods.

Mr. Kilgore also submits a Japanese paper napkin with his ad. on, which he says he furnishes free for the banquets of the different college societies. This strikes me as an excellent idea and worthy of emulation by all druggists situated in college towns. But the same criticism is pertinent here with regard to the announcement on the napkin-lack of Instead of saying "Make being specific. good use of your money by buying drugs, stationery, perfumes, confections at Kilgore's" be a little less conventional and say "The latest in college ices-'Sherbet Frappe', 10 cents. Pleasant, refreshing and thirst-quenching." Or take a confection in the same manner, or some other line which your particular conditions indicate will make a strong appeal.

### Books and Calendars.

The Laurens Drug Co., of Laurens, S. C., submit two of their advertising efforts. One is a small memorandum book of the size to fit the vest-pocket. Every other page is blank for memorandum purposes and the other pages are devoted to interesting facts and useful tables of particular value to housewives and

farmers. This is the sort of advertising that cannot be made of a specific nature, but as it is useful it will be preserved and has its value in keeping the name of the dealer whose imprint it bears well in the mind of the user. I have found efforts of this sort to be valuable aids to my other advertising.

The other effort is a printed circular letter telling of holiday gifts for the season of 1899. The introductory matter is well written and could not be made to sound



Hot Drinks.
(Duplicate 50c., with

any better. But the appearance of the whole is far too conventional. I suppose that circular letters so similar to this that they could not be told except by the signature at the end, have been issued by druggists for the past twenty-five years. A list of the articles for sale is given, but there is no attempt to be specific in any way.

If the Laurens Drug Co. were to send out a series of letters, the one under discussion might do very well as an initial attentiondirector, but as an individual effort taken by itself it will never secure the results that such an effort ought to. By way of suggestion: A folder, say 5 x 6 1-2 inches, on the first page: "The Laurens Drug Co. suggests for Christmas," or something like and as unconventional; on the inside and last pages, take one article at a time or one article representative of a class and describe it in detail as convincingly and interestingly as you can-and announce the price: divide these pages into two columns each and take one article after another and describe as above. You will secure effectiveness in this way and get people to your store where if you don't sell them goods it is not the fault of the advertising.

I have it from an authoritative source that the Laurens Drug Co. are aggressive advertisers—that is, they advertise all the time and use all the methods. This being the case, the very voluminosity of their efforts will bring them results-big-but not in proportion to their cost unless they are careful of the appearance of every bit of advertising literature and what it says.

### Window Displays.

I propose in this department, next month, to take up the subject of window displays. I want to do it in a way that will make it of the greatest practical value to the readers of this department. That I may be enabled to do this to the best advantage, I respectfully request that you all send me some suggestions and points as to what to do to make this proposed feature of "Dollars and Cents" out of the beaten path. Sit right down, now, and send in your suggestions.

### COMPREHENSIVE.

In a small but enterprising town in West Virginia, is the following sign:

### "THE BEEHIVE STORE. Ronceverte, W. Va.

Dealers in General Merchandise and Country Produce of Every Kind. SPECIALTIES: Coffins, Caskets and Burial Supplies; Salt, Bacon and Lard; Hides, Furs and Live Foxes."

In addition to these somewhat diverse specialties, the proprietor of the store carried on the business of a fire insurance agent.

### Advertising Literature.

Profitable Advertising (monthly), \$1.00 per year (with the Spatula, \$1.75); so cents per copy. Kate E. Griswold, editor,

Boston.

The Show Window (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents per copy. 1130 Caxton Building, Chicago.

Printers' Ink (weekly), \$5.00 per year (with Spatula, \$5.00); 10 cents per copy. New York.

Advertising Experience (mouthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. Irving G. McColl, editor, 1306 Merquette Building, Chicago.

Art in Advertising (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. H. C. Brown, editor, New York.

The National Advertiser (weekly), \$2.00 per year (with the Spatula, \$2.25). Per copy, 5 cents. Year (with Bpatula, \$1.75); 10 cents per copy. New York.

Advertising World (monthly), 35 cents per year (with the

Advertising World (monthly), 35 cents per year (with the Spatula, \$1.00). Columbus, Ohio.

The Ad-Writer (monthly), \$1.00 per year (with Spatula, \$1.75). St. Louis, Mo.

Advertiser' Guide, (monthly), 25 cents per year. New

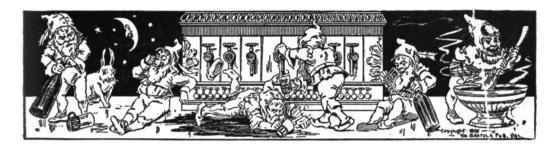
Advertising Success, (monthly) \$1.00 per year, (with Spatula \$1.50) New York.

MT U. S. or Canadian postage stamps accepted in payment of subscriptions.



AFTER TAKING.

Duplicate, 50c., with the Spatula one year, \$1.25.



### The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

### EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White The Spatula, Boston.]

### Buying a fountain.



HAVE often been asked what fountain I would advise a person to buy, and only a few days since a certain party wrote, asking me which was the best fountain made; truly a hard question for a man to

answer who has not had a chance to examine every fountain very minutely.

Had any of my readers come to me two years ago, and asked me what fountain I should buy, I would not have hesitated one minute in telling him just the one; to-day it is different, and were I in the market for an apparatus at the present time, I should want to consider the different makes very carefully, and if possible visit the several factories that I might personally examine the construction of the fountains.

There are many points that one must consider if one would make the best of his investment, and they may be said to come under the following heads: I. Cold Soda; 2. Cleanliness; 3. Drainage; 4. Convenience; 5. Good Syr. Tanks; 6. Mechanical Construction; 7. Durability; 8. Neatness; 9. Price; Io. Appearance.

If one could visit the salesrooms, or better yet the factories of some of the larger firms, at least, and examine closely the construction of the various fountains, he would then find that there is a vast difference in them. More than this he would be able to save many times the cost of the trip. On the other hand, if you are so situated that you are compelled to purchase from travelling salesmen, photographs and catalogues, then you will find that you have a much more complicated job still. By careful study of the question, listening carefully to what the representatives of the various firms say of their own and other fountains, you will soon have the good and bad points of each, and then you can decide which one has the most in its favor, for none of them are perfect. However we may be situated we should carefully consider the foregoing points very carefully and get that fountain which seems to us to give the best value for our money.

The most important point is naturally that of securing the coldest soda, and that at the least expense for ice. That a fountain may furnish us with this the ice-box must be constructed on certain scientific principles, which are too often neglected entirely. The ice box should be so constructed that it will be a refrigerator in every sense of the word. The coils of pipes should be so constructed that the water from the melting ice will come in contact with every inch of their surface. The box should be so constructed as to keep the cold in; in fact, should be exactly like any other ice box. Here is the main point, many fountain ice boxes are simply a metal-covered box without any packing to keep in the cold. Think just for one moment-will a metal-lined dry goods box make a refrigerator? You will laugh at the idea, and yet annually hundreds of them are sold to the drug trade as it were for such.

### Cleanliness.

Many may think this point hardly worthy of note, yet it plays a most important part in the proper construction of a fountain. Every one knows that where water or ice stands that slime is formed. Certainly every one who has ever had occasion to take down an old fountain is well aware of this fact. For this reason it is necessary that the coils be so arranged that they can be flushed out easily and thoroughly from time to time. This slime also collects and very quickly fills the small drain pipes that are put on most fountains, thus preventing the waste water from flowing away readily. There are, however, some fountains that contain all the necessary features, i. e., the ice boxes are well made, the coils of pipe so arranged that they can be cleaned, and the drain of sufficient size to allow the melted ice to flow away rapidly.

If your fountain can have no other good points than these first three, have them for they are the most essential, and, therefore, I have given them more space than I shall the others. When you have selected the fountains that can give you these points, then you have about completed your work, and have only the minor points to consider.

### Convenience.

This is one point that is of course well worth looking into, the arrangements of syrup tanks, draft arms, etc., are to be considered, and one must use a good deal of personal judgment in studying these points.

### Syrup Tanks.

These form an important feature. First, their location is important and should be such that they may be recipient of a certain amount of cold from the ice box without being in it or where the air surrounding them can come in direct contact with either the ice or the water from it, for where these jars are not air tight, as they rarely are, the syrups are likely to become tainted from the ice and water, especially where natural ice is used.

The tanks themselves should be of porcelain or glass that they may be easily kept clean; they also should be covered as tight as possible, as the syrups will then keep fresh a much longer time.

There are many new patent arrangements made in the way of convenience in this line, and so one will not have much trouble in getting convenience. The question of cleanliness must be looked into more carefully, for this is a point often neglected.

### Mechanical Construction.

There are a few points to look into along this line. See that the lining of your fountain where coming in contact with soda is of block tin. This is hardly a necessary piece of advice, for I guess all my readers are aware of the necessity of this.

See that the syrup cocks are so made that they will work easily and at the same time not leak. Let a man go behind a counter to work, and if the fountain be a cheap one this will be the first place where he will notice the trouble, for unless they are carefully made they get out of order very easily.

The draught arms must be looked at, too, for many of them are poorly made. Make

them show you the construction of them, and when you have seen them all judge for yourself if they be good and of a durable pattern. If you are not enough of a mechanic to judge, then ask some of your friends who are about them.

### Durability.

The general construction of a fountain must be looked into fully. Many of the fountains are simply shells thrown together any way to get a price for them. However, if you have found a fountain in which the ice box is properly made, the chances are that you have one that is well constructed. Look carefully at every place where there is a chance for a flaw. See that every piece of stone is securely fastened. After you have looked at half a dozen makes and examined them very carefully, you will have learned what the points of good construction are, for if you have a good salesman to talk to you, he can show the bad points in other fountains, and the others will give you the bad ones in his and so on. You will be astonished to know how many points there are, of which you have never thought and which space does not permit me to mention.

### Neatness.

Have a fountain that can be kept neat and that without requiring all of one man's time to do it. Many fountains are far too fancy in design and many a dollar is wasted on fancy trimmings that had better have been put in solid workmanship. Beauty can often be found in very simple things if one has taste in selecting things to suit the surroundings.

### The Price.

Now here is the point where nearly every one fails, they want too much for their money, and in consequence get too much one way but far too little in another.

A man's capital being limited he must procure the best for his money, to this end he must study economy in the way of extras. Have what you do have good, have it well built and built to last. In these days if you can't afford a large apparatus have a good small one. One can to day do a large amount of business with a ten or twelve syrup foun-

tain, with the aid of an automatic carbonator, and one of these can now be obtained at a very small sum.

If you desire more syrups than this they can be kept in bottles made for the purpose, and are quite as handy to use where one is not rushed. If one thinks that such a fountain will be outgrown in a year or two, then one can so place it that a second section may be added in a year or two if desired.

If one has an unlimited capital to use, then one need not think of these things, but most of us are limited in the amount we can spend.

You may ask what a good, substantial fountain may be bought for, but as to exact figures I am not in a position to give. Five hundred dollars carefully invested should secure an A I ten-syrup fountain in onyx without a top. Fifteen hundred ought to secure a two-section, twelve syrups to a section, in all onyx, fountain without a top. I mean when I give these figures fountains that are of the best workmanship, and nothing fancy. You can put as much more as you like into looks, but have the foundation good in the first place.

### Appearance.

Naturally one wants to have his fountain as nice and attractive as possible. To-day the onyx fountain seems to figure as the most beautiful. They certainly have the advantage of being easy to keep clean and of having a bright cheerful appearance that marble does not, still a good marble fountain can be secured at a much less price, and where economy must be practiced this is a good place. Sacrifice looks to quality every time. Even when one feels that he can invest any amount



ARRIVAL OF THE FAMILY.
(Duplicate 50c., with the Spatula one year, \$1.25.)

it is then well to have his fountain such as will harmonize with the balance of the store. Good taste and judgment will do far more to aid in this respect than any words of mine.

I have spoken those words more for the average man than for those who do a very large and extensive business, such men are ever on the outlook for the best and more modern methods. There quickness and dispatch count for everything. Syrups are supplied to the fountain by compressed air. The soda cooled by modern refrigeration, etc. If your business will permit, all these things are nice, but are beyond the reach of the average, and I shall not linger long over them, only to say that if you can afford them, that they add much to speed and economy.

### Second-Hand Apparatus.

Just one word on this point. I do not advise any one to invest in such unless he be very well posted on the goods he is buying, for nine times out of ten it costs more to keep them in repair than they are worth. Now and then at one of the large factories one finds a fountain that has been remodelled, that just suits him and at a great saving. This is all right if you are on the ground and see it, but from buying from a drummer they are good things to let alone.

### The Drummer.

He is a very necessary article and a convenient one too. Always listen to all he has to say, but do not believe any more than he can prove. You can learn much by taking the best from many, herein lies the success that makes the good buyer.

Study carefully all the points that come to your notice, do not think any of them, no matter how small, can be slighted, for the man who makes a success of his business is the man who is posted in its minutest details. If you do not feel quite competent to decide alone, ask the advice of a friend, I do not mean a man who is necessarily in your own business. I have received many pointers from my patrons that have made many dollars for my employers and added to my personal reputation.

In giving these remarks, I have merely aimed to suggest a few ideas that may aid any of my readers who are about to purchase to do so to the best advantage, and hope I may have aided some.

Should any one desire to ask my personal advice on any question, I will gladly answer them to the best of my ability. Let me say here, I am in no way connected with any fountain house and only give these points for just what they are worth.

### POINTS IN LAW.

Misrepresentation of agent to sell, is misrepresentation of seller.

Taxes are the first and paramount lien on property, and must be paid.

A contract may be recinded for misrepresentations, though innocently made.

A note given and received in satisfaction of a debt is the payment of a debt.

Killing in self-defence is justifiable only where every means of escape has been exhausted.

One contracting to perform labor contracts in view of the risks ordinarily connected with such employment.

The lien of a chattel mortgage is discharged by valid tender of the amount due for which the mortgage is security.

A transferee, before maturity of a negotiable note, with notice of want of consideration, cannot enforce its payment.

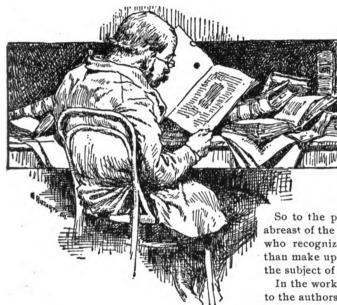
A trademark is notice indicating origin, and it cannot exist; that is, be the subject of ownership apart from a business, or the good will thereof.

Mere weakness of mind, impairing only the capacity to properly transact business, in the absence of fraud, is not enough to avoid a deed or a contract.

ALL RIGHT.
I think the Spatula is all right.
HERBERT G. ROBERTSON.
Dundas, Ont., Nov. 28, '99.

ANOTHER.
Can't get along without the SPATULA.
FRED FARRINGTON.
North Tarrytown, Dec. 1, '99.

### Books, Catalogues, Pamphlets, etc.



MET Any concern publishing matter of especial interest to our readers is invited to inform us of the fact that it may be properly chronicled in this department.

### Sayre's Materia Medica.\*

The study of organic materia and pharmacognosy has taken rapid strides during the past decade, and is rapidly becoming a requisite to the practical pharmacist. Never before has so much attention been paid to the character and quality of the drugs used in preparations, and never has the quality of preparations been so severely criticised by physicians as well as pharmacists. The selection of not only pure but prime drugs is the secret of many a popular preparation now in the market, and the secret of its sale as well. Nice effects can no more be produced in medicine by poor materials than they can in flavors, clothing or any other line of art, There is more discrimination exercised by buyers and users in this regard than ever before.

So to the pharmacist who desires to keep abreast of the times in his preparations and who recognizes that additional sales more than make up for smaller profits, a work on the subject of Pharmacognosy is a necessity.

In the work before us, much credit is due to the authors for the interest and practicability which they have interwoven into the subject. He does not stop with a dry description of a drug, its habitat, sources, constituents, etc., but he points out the various commercial qualities and their gradations, probable sophistication, and many practical suggestions regarding the pharmaceutical uses and handling of the drugs.

The work is divided into four parts, of which Part I comprises therapeutical, chemical, botanical and physical prospectus. Part II occupies 414 pages and is devoted to organic materia medica arranged according to natural orders. This part abounds in illustrations, well executed and instructive. Part III is devoted to a description of the in-

<sup>\*</sup>A Manual of Organic Materia Medica and Pharmacognosy, being an Introduction to the study of the Vegetable Kingdom and the Vegetable and Animal Drugs. Comprising the botanical and physical characteristics, source, constituents, pharmacopoeial preparations, insects injurious to drugs and pharmacal botany. By Lucius E. Sayre, B. S. Ph. M., Dean of the School of Pharmacy in the University of Kansas, etc. Second edition, revised with Histology and Microtechnique by William C. Stevens, Professor of Botany in the University of Kansas. 374 Illustrations, 8 vo 684 pages. \$4.50 net. P. Blakiston's Sons & Co., Philadelphia, Pa.

sects injurious to drugs and means for preventing their ravages. Part IV is devoted to elements of plant histology and microtechnique. This is a new feature of the book, and a very valuable one, particularly to those pharmacists who are untrained in microscopy. The various fixing and staining agents in use, with methods for their use, etc., are described and the nutrient medica for bacteriological operations are included.

The typography and appearance of the book is attractive and the binding is firm. Incidently we may notice a slight typographical error (the only one noticed) on page 79, where "aconite" instead of aconitine is described as the active principle of aconitum.

### The New Dispensatory.‡

This is the oldest friend of American pharmacy, and it grows more valuable with each new edition. It has been revised on an average once in four years, since the first issue of 1833, but the labor of revision of the late editions is now far greater than the writing of the original work. To decide what has become obsolete, and what should be introduced is a difficult matter in so comprehensive work. If too much is allowed to enter, the volume will become unwieldy and impracticable, and if too much is dropped the work will fail to But the revisors have done their work well. Some 200 new subjects have been introduced into the appendix, including many of the newer remedies. We note among other things a re-introduction of the article on Vinegar, with tests and a review of its medicinal uses in the past.

The articles on volatile oils are the best in any single volume printed in American, of which we have any knowledge.

To review a volume of 2,000 pages in detail is out of the question, and in a work so well known as this is unnecessary. The editors have been aided by Prof. Henry Kraemers, who has had charge of the revision of the botany, and by Prof. Rusby, who has revised the articles on Cinchona.

The immediate call for the new edition was the recent issue of a new British Pharmacopœia, and the work includes a thorough consideration of that work.

Every pharmacist who depends largely upon this work, and there are many who do, should procure the new edition.

### Bolland's Clinical Chemistry.

This\* is intended for a laboratory manual, and is excellently arranged for this purpose. The author has borne in mind the students' standpoint and is very plain and explicit in directions as well as simple in explanations. The work is well arranged, large type indicating the most important and common tests, confirmatory tests and unusual tests being indicated by small type. Every other page is blank, for additional notes, etc., by the operator.

The chapter on urinalysis is well adapted for use by doctors and pharmacists, and will be found a useful adjunct to the larger works on this subject. To one not thoroughly familiar with the different tests and their significance, the time saved in the simplicity and arrangement of this work is worth its cost. Plates of microscopic tests are included, but directions are confined mostly to chemical tests and their significance.

The testing of gastric contents is similarly arranged, and intended as a ready guide in toxicology for clinical as well as legal purposes.

The chapter on milk includes suggestions on the properties and uses of milk and milk-foods in health and disease, as well as methods for testing milk.

The arrangement and conciseness of the work make it a useful guide in the office or laboratory.

The Dispensatory of the United States of America. Eighteenth Edition, thoroughly revised and largely rewritten, with illustrations By H. C. Wood, M. D., L. L. D., Joseph P. Remington, Ph. M., F. C. S., and Samuel P. Sadtler, Ph. D., F. C. S. 800, 1999 pages. J. B. Lippincott Co., Philadelphia, Pa.

<sup>&</sup>quot;HOLLAND. The Urine and the Clinical Chemistry of the Gastric Contents, the Common Poisons, and Milk. By J. W. Holland, M. D., Professor of Medical Chemistry and Toxicology, Jefferson Medical College of Philadelphia. Sixth Edition Revised and Enlarged. 12 mo, Forty-one Illustrations. Price \$1.00 net Cloth. P. Blakiston's Son & Co., 1012 Walnut St, Philadelphia, Pa.

### New Druggists' Directory.

The new directory of the Drug and Chemical Trade just issued by the Thomas Publishing Co., 106 Wall street, New York, is a most admirable and useful production. It contains a complete list of all wholesale and retail druggists in the United States, Canada, Hawaii, Cuba and Porto Rico; also, of all manufacturers in all lines included in the trade. It gives street numbers in cities; also capital ratings of all names in the United States and Canada. Great care has evidently been exercised in its preparation, and it is as complete and accurate as a book of this kind can be made. Its price is \$5.00 postpaid.

### Pocket Manual. 1

This work, beside containing the description of Parke, Davis & Co.'s specialities, with therapeutic suggestions, doses, etc., contains a few useful tables of equivalents and other matter of interest to physicians. It is a practical volume for both physicians and pharmacists.

### Literary Notes.

The Proceedings of the first annual convention of the National Association of Retail Druggists have been published by the association and may be had of the secretary, Mr. Thos. V. Wooten, Detroit, Mich.

The Cosmopolitan magazine of Irvington, N. Y., always keeps up its standard. It is one of the most progressive of the illustrated monthlies and may always be depended upon to contain something of interest.

†Physician's Pocket Manual: Properties, Doses and Prices, 1899, 1900. Parke Davis & Co. Detroit, Mich.

The Theo. Metcalf Co., Boston, is sending out a calendar in the shape of a Chinese pagoda. The calendars for the various months hang on two strings from the roof and form with the background a very striking and original combination.

The National Magazine, Boston, is without question one of the best dollar magazines on the market. It is always thoroughly and artistically illustrated and has each month a table of contents of unusual comprehensiveness and exceptional interest.

The Ladies' Home Journal of Philadelphia has a prospectus for the coming year that will make that truly popular magazine of even greater value than ever before. A pharmacist will find nothing for the same money that will make such an appropriate and appreciative present for his wife, daughter, sister or sweetheart.

Mr. Seabury writes us he would be pleased to hear from every druggist to whom he presented a copy of his "Shall Pharmacists become Tradesmen?" He has received nearly a thousand acknowledgments; many expressed themselves freely, and Mr. Seabury intends publishing their opinions. Thus far the answers to his query are decidedly negative and many are extremely flattering and complimentary. Such a compilation from every section of the union would be instructive. A few lines indicative of the reader's judgment would be appreciated by Mr. Geo. J. Seabury, 59 Maiden Lane, New York.

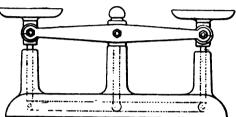
LET A good Spatula binder costs subscribers post paid but 50 cents.



### What's New.

MT Manufacturers, whenever putting novelties of interest to the drug trade upon the market, are requested to send us circulars that we may make, free of charge, illustrated announcements in this department.

### WEIGHING BALANCE.



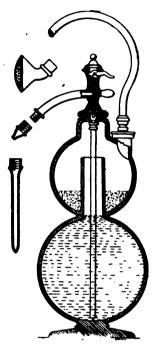
Patented by J. S. Brown, Jersey City, N. J., assignor to the Springer Torsion Balance Co. This is a balance-beam comprising two parallel levers rigidly united at the centre and ends by pivots, in combination with cylindrical casings inclosing the pivots, anti-friction balls disposed between the pivots and the cylindrical casings and forming rolling bearings between said pivots and casings, and a fixed support for the cylindrical casing.

MEDICINE CARRIER AND MEASURER.



Patented by Leon Hoage and Albert Nyvall, New York, N. Y. This is "a receptacle divided into a plurality of chambers, and a diaphragm between said chambers, said diaphragm being so perforated as to allow a liquid, when the receptacle is inclined in a predetermined position, to flow readily from one chamber to the other, and the reverse flow of air, and not permitting such flow to occur when the receptacle is in another inclined position, owing to an equalization of hydrostatic pressure."

AERATED WATER FOUNTAIN.



Patented by Erick O. Halvorson, St. Paul, Minn. He is "a receptacle divided into two compartments, with a tubular projection from the lower into the upper compartment, a pressure-discharge faucet connected to be fed from said lower compartment, an inlet into said upper compartment, had a screw-cap upon said inlet having an inwardly-opening valve therein, whereby air or liquid under pressure may be forced into said receptacle."

### AT ANY PRICE.

Enclosed find check of \$2.00 in payment of my subscription, as I could not be without the SPATULA at any price.

L. M. GOWING.

No. Reading, Mass., Dec. 7, '99.

\*Read right through to the end—ads. and all. Everything is interesting.



### The Drug Market.



HE market during the past month has undergone but little change. With the end of the century, business conditions generally show a healthy as-

pect, and hopes are entertained of a prosperous year in 1900. The country, generally, is in a fine condition; enormous crops have rewarded the farmers' exertions, and our exports have reached an undreamed of total. Labor is thoroughly employed and an increase in wages is to be noted in many lines. The good work goes cheerily on.

OPIUM is without feature, and merely the usual jobbing demand is to be noted. The

price abroad is firm.

MORPHINE is without change, and it looks as though we should see a twelve months pass by without a change in price. A steadily increasing demand is to be noted.

QUINING has become more active and advanced 3 or 4 cts. per oz. The situation is, however, disappointing, as demand is light. Soon we may see it improve, as it's soon or never.

CODEINE is steadily increasing in favor, but no recent change in price has occurred.

MENTHOL continues to be in demand and a steady mark-up has occurred. Cost to import is now about \$3.10.

COCAINE is still high in price and in fair demand. Crude material is very scarce and high prices are looked for, but when the relief comes, stand from under.

COD LIVER OIL.—Market is firm abroad and an advance has already been recorded, but a halt has also come and higher prices are not likely for any length of time, as the new catch is being looked forward to, and an ordinary one will surely cause a drop in price.

CAMPHOR is firm and tending higher.

CARBOLIC ACID is particularly scarce abroad, and an advance of about 8 to 10 cts. has already occurred. Manufacturers are uncertain of their position, and are slow in delivery.

ACETANILID is again lower.

ALCOHOL-No change.

CREAM TARTAR AND SAL ROCHELLE — Slightly lower.

BALSAM PERU is very weak and lower.

HERBS AND LEAVES—No special change. Buchu and Senna still high.

ROOTS AND SEEDS-Without change.

ESSENTIAL OILS—Wintergreen higher. Others no change.

CITRIC ACID—If you use any quantity, buy some.

### C. H. GRAYES & SONS,

ALCOHOL MANUFACTURERS AND ... WHOLESALE LIQUOR DEALERS,

35 Hawkins St., Boston, Mass.,

ACTUAL MAKERS OF ALCOHOL and COLOGNE SPIRITS.

Proof, quality, quantity guaranteed.

GEO. C. GOODWIN & CO., GRAVES' GRAIN ALCOHOL.



### Fun and Sadness.

There has been plenty of excitement among the druggists of the Dorchester district, Boston, during the last few weeks. Early Sunday morning, Dec. 10, the patrolmen were sent forth throughout the district around Dudley and Warren streets and Blue Hill avenue to notify all druggists and licensed victuallers that the "Sunday laws"—or what are sometimes called the "blue laws"—were to be enforced, and that those who sold anything but food and other necessaries would be summoned into court to pay the penalty therefor.

Each patrolman interpreted the law his own way. Some forbade the selling of everything except drugs and newspapers. Some didn't forbid anything except the sale of cigars; and the drug clerk continued to hand out cigarettes as usual. Some, however, sought to have a little fun out of the matter. One of these was the store of J. R. Durkee & Co., Blue Hill avenue, whose clerks humorously draped the cigar case and soda fountain in black and shut down on even plain soda.

The cause of it all is said to have been the action of a hustling cigar dealer, who, it is alleged, decided to fit up his place as a drug store, thus gaining the right to stay open Sunday. The police, however, cried "checkmate", but they had to put all the other druggists "out of the game" to do it.



### GENERAL INFORMATION published monthly at

Binghamton, N. Y., tells annual subscribers where to purchase any class of mall order goods from the manutacturers. Gives a list of mail order frauds, with names, addresses and description of same. Subscription, \$1.00 per year; four months on trial, 25c; Sample, 10c. None free Advertising rates, 10 cents a line. No discount for time or space. Agents wanted, who must enclose 10c. to get a sample and terms.

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

VELOX for permanency.
VELOX for uniformity.
VELOX for simplicity.

VELOX for artistic effects.

Velox · Unexcelled.

PRINTS DAY OR NIGHT. NO DARK ROOM.



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Chicago Office. 35-37 E.Randolph St.

Order from your dealer, and if he does not fill your order WE will.

Refuse to accept Velox not in original packages bearing our trade-mark.



### NEW ENGLAND NEWS SUPPLEMENT.

### The M. S. P. H. Joins the N. H. R. D.



SPECIAL meeting of the Massachusetts State Pharmaceutical Association was held at Young's Hotel, Dec. 1, to take action upon the matter of joining the

National Association of Retail Druggists. The attendance was unusually large for a special meeting showing that great interest was taken in the subject.

President W. D. Wheeler presided and Secretary Guerin read the call. The latter said that soon after the annual meeting of the Association, he had sent out cards to about 600 members asking for their opinions on the subject. Two hundred replies were received, of which 180 were in favor of joining and 20 were against.

Mr. F. E. Holliday, chairman of the executive committee of the N. A. R. D., who had come on from Topeka, Kan., purposely to attend the meeting, and to get the Massachusetts association into line, explained the inner workings of the large association, its basis of operation, what it plans and hopes to do, and in what way it can benefit State associations and individual druggists. That he is thoroughly informed on the subject was shown by the clearness with which he placed before the meeting the possible and actual benefits to be derived. Those present asked many questions to throw light upon the matter, and from the start it was evident that there was a strong undercurrent favoring joining the N. A. R. D. Early in the proceedings, W. W. Bartlet moved that the State Association join the national one. This opened the way for discussion, in which several took a part. Mr. Bartlet spoke earnestly, pointing out what seemed to him to be excellent reasons for such action, and he appeared to gain converts at once.

Mr. L. H. Leavitt was strongly opposed to the proposition and asked Mr. Holliday many questions which were answered with great clearness.

Mr. Butler, of Lowell, said his city was ready to take hold and help the West and advised the rest of the world to do so also.

Mr. C. P. Flynn thought the outlook, judging from past experience, was not very encouraging.

Mr. Henry Canning spoke with great ease and with much sense. He believed that the proprietors should themselves do more than they do to stop the leaks in their trade.

Among the others who took part in the discussion were S. A. D. Sheppard, W. H. Bartlet, Secretary Guerin, and Messrs. Hoyt, Cobb, F. H. Butler, Bullock, F. L. Carter and T. B. Nichols.

The vote when finally put resulted almost unanimously in favor of joining the N. A. R. D., there being but one dissenting vote, that of Mr. Leavitt.

Before the meeting adjourned, the following resolution was adopted:

"Believing that under existing conditions

proprietors are principally benefited by pro-

tected sale of their goods.

"Resolved, That they should in turn be expected to bear the burden of tracing their sales to the consumer in carrying out the N. A. R. D. plan, the retailers in return pledging their firm support."

### The R. T. Hanociation.

W. H. Mason writes: "The annual meeting of the Rhode Island Pharmaceutical Association will be held on Jan. 10, when the committee on entertainment will provide something calculated to eclipse any previous attempt. As yet the details of the programme for the session have not been completed. The membership of the association is increasing rapidly and there are several new names to be added at the annual session. There is no good or sufficient reason why every pharmacist in the State who is not confined to the narrowness of self, and has the interests of the craft at heart should not be enrolled in the ranks of this association. It is said by some that the association has never accomplished anything. To all those who feel that way the invitation is extended to become members and by their assistance and influence endeavor to have something accomplished. With the commencement of a new century let every one step forward and enlist under the banner of the R. I. P. A., and the result of the first year's work will certainly be astonishing. Don't wait, but give your application to some member at once!

### Suicide.

Rob't Latta, for many years a drug clerk in Waterbury, Conn., committed suicide a few weeks ago by taking morphine. A number of years ago, while clerking in a Branford, Conn., drug store, Mr. Latta had the misfortune to cause the death of two of his friends by accidentally administering aconite, both men dying almost immediately. This constantly weighed upon his mind, and coupled with his recent inability to obtain steady employment, that made him very despondent. He leaves a wife and three children.

### Coing home.

Charles and George Coleman, well and favorably known as pharmacists at the West End for the past quarter of a century, started Dec. 14, on a pleasure trip to Europe. A large number of young and old friends saw the voyagers off. Both brothers retired from business a few months since, to enjoy a well-earned Mrs. George Coleman is one of the party. They will make a tour of Ireland, the birthplace of the young men's parents. During their visit abroad they will meet their brother Richard, who was the original "Peck's bad boy" in this country, and who of late years has been playing in England and Australia. He is now filling an engagement in London. Few of the people of the West End are greater favorites than the Coleman boys, and they take with them the best wishes of all who know them. They will remain abroad about three months. The pharmacy is now carried on by Mr. J. F. Gearan, who has made many changes and who is meeting with well-deserved success.

### Drovidence Failure.

Chambers, Calder & Co., of Providence, filed a petition in voluntary bankruptcy, Nov. 25. The liabilities are \$87,345.43. Benjamin W. Persons was appointed receiver. An assignment was at first contemplated by the firm, but when the condition of things was ascertained it was determined that the filling of a voluntary petition in bankruptcy would better protect the interests of both firm and creditors. The straits in which the firm found itself were due to demands upon the part of banks for the payment of promissory notes. These banks were the National Eagle and the Weybosset National, both of Providence. Of the assets, amounting to \$87,345.43, \$55,000 is the valuation of the stock. There is something over \$3,000 in cash on hand and the remainder is composed of amounts owed.

One of the prettiest and neatest calendars we have seen for many a long day is one for the month of Docember, sent us by the Minard's Liniment Co., Boston.

# Report of the Mass. Board of Registration in Pharmacy for 1899.

(CONDENSED.)

### Examinations.



HE condition of pharmacy in this State, from a commercial standpoint, has improved but little during the year. As a result of the enactment and enforcement of the pharmacy laws there

has been a continued improvement in the professional standing and qualifications of pharmacists as a class. The examinations have been largely practical, and it is especially noticeable that candidates are better prepared than formerly, due to the opportunities afforded them by their employers and by schools and colleges of pharmacy for a systematic course of study and training, added to which practical experience in the store or laboratory is a recognized necessity. The public justly demands proper evidence of fitness on the part of those desiring to engage in the responsible duties of a pharmacist. To the board is entrusted the important duty of determining their qualifications, in the discharge of which we have insisted upon an accurate knowledge to such an extent as deemed vital to the public welfare. Gradually the standard has been raised. That there were incompetent men in the business at the time of the passage of the law cannot be denied. By its provisions they were allowed to remain, and it is to be regretted that many with the certificates granted them without examination have assisted and protected persons not pharmacists, but proprietors, in doing an illegal business, which would not have been possible without their presence with a certificate.

### Cramming.

With the advance in requirements there have come forward persons who advertise to prepare candidates for examination by a

course of cramming, which, if successful, can be of little permanent value and is a poor substitute for a systematic course of study in conjunction with laboratory work in botany, pharmacy and chemistry. The laws of this and other States do not require the latter in direct terms, nor that the applicant shall be a graduate of any school of pharmacy, nor do the rules of the board make any distinction whatsoever in this regard. Our experience justitifies the statement that those who are best prepared for the examinations have enjoyed opportunities for graded and definite instruction, and we are convinced that the pharmacist of the future will, from a sense of duty, seek such advantages and not be content with a superficial knowledge gleaned from quizcompends, or imparted by tutors who guarantee for a consideration to supply answers to board questions sufficient to enable persons to pass the required examination.

### Register of Pharmacists.

Consideration has been given to the matter of improving or correcting the register of pharmacists. Since the enactment of the laws fourteen years have elapsed, during which time 1392 persons have qualified by examination and been duly registered, making a total number now registered of 3916. As near as can be ascertained, there are about 2600 registered pharmacists doing business as proprietors or clerks within the State. As suggested in previous reports, a correct list of persons actually engaged can only be secured by a renewal of certificates, which might be accomplished if authority were given, as a part and aid to the enforcement of the laws.

### Re-Examination.

The recent amendment, whereby candidates are not allowed to be re-examined until after the expiration of three months, will be of

benefit in enforcing longer intervals between examinations, and as a result insuring better preparation.

### Laboratory Work.

Practical work in the laboratory has not been undertaken for the reason that the examination department cannot be self-sustaining, as hitherto, and afford time for laboratory work. If the laws were amended so that authority be given to expend a portion of the annual appropriation in that manner, the board would be enabled, by examining a less number per day, to do more effective service and give the candidates an opportunity to show their proficiency and skill in compounding; but in order to do practical work properly, additional room and larger laboratory conveniences would be necessary.

April 10, 1899, Mr. H. M. Whitney, who had served as president of the board since its organization in 1885, resigned. April 27, 1899, Mr. Charles F. Nixon was appointed to fill the vacancy existing. The board re-organized by electing Mr. John Larrabee as president and Mr. Amos K. Tilden as secretary, the latter assuming charge of the office work.

### Liquor Certificates.

The duties imposed by law in connection with the granting of liquor certificates are important and far-reaching in results, as without the certificate of the board no license of the Sixth Class can be issued. The board has maintained that the matter of keeping proper records of sales as required by law should be an important factor in the making up of their judgment as to "proper person and promotion of public good." Much depends upon the enforcement of the liquor laws by local authorities. In many towns and some cities the books are not inspected regularly, and it is not surprising that our agent finds in such towns and cities poorly kept records, and occasionally none. The board cannot endorse persons who disobey the law as being in the language of the statute "proper persons to be entrusted with such license," which necessitates the refusal or withholding of the certificate, even though the applicant has not been

convicted of a criminal offence and has previously borne a good reputation, until assurances are received or evidence presented of their intention to obey the law in the future. Such a violation may be termed technical, but it is a violation, and he who fails to obey the law should not expect the same treatment as those who often, to their personal disadvantage, comply fully with its provisions.

Applications are frequently received from registered pharmacists who claim to have an interest as partners sufficient in amount to warrant the granting of a liquor certificate. In many instances an investigation reveals the fact that not a dollar has been invested by the applicants, the articles of co-partnership often stating that they shall receive a weekly compensation for their services and retire when requested by the real owner, which request almost invariably follows a failure to obtain the certificate.

To secure the needed information regarding these so-called partnerships requires much time of the agent and hearing before the board. Fraud and misrepresentation of facts concerning ownership often largely determine final action.

### Death of Mr. Calhoun.

Frederick S. Calhoun, a member of the wholesale drug firm of F. S. Calhoun & Co., New Haven, Conn., died at Newton, Mass., Nov. 23, from hemorrhage of the lungs, induced, it is supposed, by a hard cold, taken at the recent Yale-Harvard football game. Mr. Calhoun graduated from Yale in the class of 1883, and one year later entered the wholesale drug business with R. Wells, the firm name being Wells & Calhoun. About six years ago he bought out his partner's interest in th business, and since that time the firm name has been P. S. Calhoun & Co. He was about thirty-eight years of age. A widow and child survive him.

J. T. Touhey, of Fall River, has re-fitted his store in white and gold. The wall fixtures includes a balcony all around the store, and the ground floor has over 100 feet of combination plate glass show cases. The store is one of the most beautiful in New England.

### Mass. College Pharmacy Notes.

F. H. Carver, '92, was a recent caller at the college. He would like to see his class and college mates oftener.

F. W. Day, '91, is now an Alderman of Boston, having been elected in December. This is his first political office, and he starts well up in the ladder.

The T. Metcalf Co., of Boston, know how to appreciate college graduates. They have added A. Ralston, Jr., '99, to their already long list of graduate employees.

F. B. Morse, '88, has purchased his brother's store in Manchester, N. H., and is starting in to increase his prescription and chemical trade.

Prof. Greenleaf has quite recovered from his recent illness, which prostrated him for a period of about six weeks. He is now attending to his duties and endeavoring to make up for lost time.

Mr. J. S. Bonney has been obliged to resign his position as Instructor in Botany and Materia Medica on account of ill health. This leaves the department without an instructor for a few weeks, but it is expected that provision will be made for the remainder of the course after the holidays.

Most of the students have gone home for the holidays, and left the debris to be wrestled with by Mr. Barnstead and a corps of elbow-greasers. The seniors have a week and a half in which to recuperate, and the juniors have two weeks and a half. Most of the departments wished each class a dubiously Merry Christmas in an examination.

The Ladies Club of the college has adopted its constitution and elected officers as follows: President, Mrs. O. R. Highley, '99; vice-president, Mrs. H. Burden, '98; secretary, Miss M. E. Collins, '00; treasurer, Mrs. A. L. Nelson, '01. The club will hold regular meetings at the college on the first Wednesday in each month. The subject for "discussion" at the next meeting will be candy.

The Alumni Association will hold a college night at the American House, Jan. 18, 1900, at which time reminiscences of the early days of the college will be portrayed by some of the older members. A paper on the late Dr. Jenks will be read, and reminiscences by a number of the older members are expected. It is anticipated that the meeting will be unusually interesting, and a large attendance is expected. Our younger members will enjoy hearing of events which have become historical, and the older graduates will surely enjoy re-assembling.

A. F. Marsh, '88, is a loyal son of Alma Mater and frequently expresses his interest in her affairs. He writes every year and expresses a desire to attend the meetings and to meet old friends, to whom he wishes to be remembered. The late Dr. Tufts, '69, was another member who while he could not be present at the Alumni meetings very frequently, made it a custom to express his interest and good wishes in a cordial letter at least once a year. Sometimes when the interest in the Association does not seem to approach the mark which it seems to deserve, the letters received in this way give great encouragement to the officers. More of them would be welcome.

A. A. Gigger, class of '00, Mass. College of Pharmacy, has accepted a position as clerk in the store of G. W. Gragg, druggist at 9 River street, Mattapan, where he is well known.

The Walker-Gordon Co., organized at Kittery, Me., for engaging in the drug business with a capital of \$100,000, of which \$150 is paid in. George H. Walker of Boston is the president, and J. H. Waterhouse of Wakefield the treasurer. Gustavus E. Gordon, of Needham is third incorporator.

The Dudley Pharmacy, Park square and Boylston street, Boston, owned by James S. Dudley, was damaged by fire and water a few nights since to the extent of several thousand dollars. The night clerk, J. H. Joyce, had just closed for the night and was standing on the opposite sidewalk when he discovered the blaze and rang in an alarm.

### Hbout New England.

Alfred M. Ferguson has opened a drug store in a new building at Cliftondale, Mass.

B. J. Elkind has succeeded to the business of B. J. Elkind & Co., Worcester, Mass.

Mr. Chester S. Hale will open about Jan. I a new store on Luenburg street, Fitchburg.

The assignment is officially announced of Andrew L. Richey, Haverhill, Mass.

Mr. F. W. Palmer, formerly of Shawmut avenue, is to open a new store on Huntington avenue. Boston.

A new drug store has been opened at the corner of Broadway and Cedar streets, Somerville, by Guy E. Dame, of Arlington.

Mr. T. C. Trefry has re-opened, renovated and greatly improved his store on State street, New Haven, Conn,

William J. Keith, for many years a druggist in Southbridge, Mass., died in Worcester, Nov. 15, at the age of 81.

The Hon. Gorham D. Gilman, of Messrs. Gilman Bros., Boston, has been elected a vice-president of the Massachusetts Board of Trade.

Oscar E. Cook, formerly a member of the firm of Davis & Cook, druggists, at Newport, Vt., died at Deuver, Nov. 22.

B. H. McHugh has bought the store formerly owned by J. H. McHugh, at West Rutland, Vt.

Mr. La Croix is conducting the business in Newton, Mass., formerly carried on by La Croix & Genest.

When the new Moxie Co. building is finished in the fall, that company will conduct all their New England business from the Hub.

The Citizens' League of Berlin, Conn., is fighting the licensing of drug stores in that town.

Walter Collins, for several years in charge of Scates & Co.'s drug store, at Fort Fairfield, Me., has become a partner in the firm and taken charge of a branch store at Caribou. Mr. Mark Pullen, formerly with Mr. Ber. nard Billings, Newton Upper Falls, has accepted a position with C. T. Abbott of Melrose.

Mrs. Katherine T. Cummings, of Hartford, Conn., has bought out the pharmacy of H. E. Williams on Albany street, and will personally conduct the store.

The Canadian Carbonate Co., of Lyndonville, Vt., has been incorporated to manufacture carbonic acid gas, magnesia, etc., on a capital of \$25,000.

J. W. Skelly has opened a new store in Bristol, Conn. J. Aborn Smith, for four years manager of the Park drug store in Hartford, is the licensed pharmacist in charge.

Frank H. Howe, pharmacist at 121 Franklin street, Ward 25, was elected a member of the Boston Common Council at the last city election.

The Selectmen of Sharon, Mass., have ordered that no drug store in that town be open between II P. M. Saturday and Monday morning unless there is in attendance a registered pharmacist.

Messrs. Vargas & Co., Norway and Falmouth streets, Boston, have enlarged and renovated their store to keep pace with their increasing drug and coffee trade. The firm import their own coffee, pure and unadulterated, from their plantation in South Africa.

Mr. C. C. Goodwin, formerly of George C. Goodwin & Co., but now the president of the newly organized Eastern Drug Co., of Boston, was in the city last week, says the American Druggist of New York, on his monthly business trip. He is most enthusiastic over the new company, which he declares is one of the best combinations that could be devised for the interests of the Eastern trade. The new company becomes operative on Jan. I, and Mr. Goodwin is more than hopeful of its success.

### Hbout New England.

Henry Hoyt has opened a new store in Groton, Vt.

- F. E. Drake has leased the Danforth pharmacy in Gardiner, Me.
- C. T. Sattuck, of Northboro, has re-painted and otherwise renovated his store.

The new store of Messrs. Connolly & Davis at Fields Corner, Boston, is a beauty.

Theodore Hart has purchased Munson's Drug Store, Stamford, Conn.

- O. F. Bancroft has closed store in Westbrook, Conn., for the winter.
- J. M. Phipps, formerly of Hyde Park, Mass., opened a store at Brockton, Mass.

The store of A. B. Toward & Co., Columbus avenue. Boston, has been repovated.

George Moses has resigned his position with G. Leslie Dexter & Co., Waterbury, Conn.

Clifford Hall has sold his interest in the Mattatuck Drug Co., Waterbury, Conn.

E. T. Bickford, formerly with Charles D. Nash, Whitman, Mass., is to open a new pharmacy in Boston.

The store of E. P. Anthony, Angell and Thayer streets, Providedce, R. I., was damaged by fire a few days since.

Silvie Sissa has purchased the store of C. P. Hannon, Church and Trumbull streets, Hartford.

Chas. Bishop has resigned his position at Brigg's Pharmacy, Waterbury, Conn., to accept a position in Torrington.

A druggist in Gardiner, Me., filled a prescription the other day that was over forty years old.

John E. Devine, of Lewiston, Me., who started in Calais, Me., a few weeks ago, has already closed up the store.

Mr. Philip A. Brosseau, Fall River, opened his new store at the corner of Pleasant and Sixth streets, a few days ago.

- E. N. Talles who has been clerking in Waterbury, Conn., for the past five or six years, left for San Diego, Cal., the first of the month, where he will reside permanently.
- E. E. Daskum, clerk at Cannon & Upham's, Waterbury, Conn., has gone South for the winter; Chas. Loodale, formerly with Lyons of Torrington, has accepted the position thus made vacant.

E. W. Dolph, Jr., formerly head clerk at J. W. Cone's, Waterbury, Conn., has accepted a position in Denver, Col. The change of residence is made necessary by the poor health of Mrs. Dolph.

Mr. Riot W. Keyes, of Auburndale, has moved into his new store in Taylor Block. The entire fittings are of mahogany, carved and tastefully decorated, furnished by the well-known house of C. H. Bangs Druggists' Fixture Co.

Fred A. Gonya, Rumford Falls, and John W. Doe, Bar Harbor, have purchased a large drug store at Palm Beach, Southern Florida. They will return at the close of the season in Florida to re-open the Bar Harbor store. Mr. Gonya was head clerk at the Palm Beach store last winter, having four clerks under him.

A young woman of Boston atempted to commit suicide, recently, by swallowing the contents of a two-ounce bottle of carbolic acid. The reason it failed was because the solution dispensed by a Shawmut avenue druggist was, fortunately, not so strong as the woman supposed.

Dr. Herbert E. Small, who recently bought the Hawthorne Pharmacy, 2494 Washington street, Dorchester, Mass., is making of it one of the finest pharmacies in the State. It is under the management of Mr. E. J. Day, who has had nearly twenty years valuable experience, and to the prescription force has recently been added Mr. Charles B. Clark, formerly of Metcalf's, Boston, and more recently of Clark & Gay, Arlington.

### H fraud.

William A. Lloyd was convicted in the West Newton police court, a few days since, of larceny by obtaining money by false pretences and fined \$35. It was the most complicated case that had been before that court in years, and all one morning and part of one afternoon was consumed in hearing the evidence. The first case was on the charge of the larceny of \$5.00 from Everett F. Partridge, a druggist in Newtonville, it being alleged that the defendant collected that amount for an advertisement in a "Woman's Guild Booklet." the publication of which had not been authorized.

Position Wanted by Expert Soda Manufacturer. One who understands the art of dispensing, the manufacture of syrups; the handling of fruits and fruit juices, the making of ice cream and or truits and truit juices, the making of ice cream and water ices or sherbets, etc. In fact everything pertaining to the business. Understands the management of help, is an able buyer and capable of taking complete charge of fountain. Married,—sober,—industrious,—best of references, and will go to any part of the U.S. on a good contract. Address S. W. E, SPATULA, 8 Oliver Street, Boston.

### More Injunctions.

The Farbenfabriken of Elberfeld Co., of New York, secured an injunction in Cincinnati, Dec. 7, against Dan A. Fletcher, Samuel Fletcher, Wolf Fletcher and Louis Eichengreen, to restrain them from the illegal sale of phenacetine. According to the affidavits filed in the Federal Court in this case, the defendants, the Fletchers and Grenfield, operated under many names. It is not known whether they worked together, but nevertheless they conducted the same class of business. In some cases they were known as the Canadian Import Co., the Kimberly Diamond Co., Deutcher Chemical Co., and other names quite numerous.

Charles E. Savell. 149 Warren street, Roxbury, recently lost \$88 through the knavery of of a thirteen-year-old boy employed in his store. The money was spent on riding lessons, theatres and other luxuries. The chap was arrested.

### THINK NOW! 50cts.

We will send you one of the most useful little books ever published for 50c., stamps or money order.

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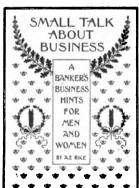
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Success Trade of Profession, Advantages of.

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### Gaduol (Alc. Ext. Cod-Liver Oil, MERCE)

Contains the alterative constituents of the oil without the fatty matter. Merck's Digest No. 4 presents formulas for palatable mixtures of Gaduol.

### Tannalbin (Tannin Albuminate)

Anti-diarrheal. Free from the usual disadvantages of lead, bismuth, and silver salts. May be had as powder or in 5-grn. tablets.

### Ichthalbin (KNOLL. Albuminate,)

An odorless and almost tasteless powder. Employed instead of ichthyol wherever the latter is indicated internally. Two forms: Powder and 5-grn. tablets.

### Largin (Silver-Protalbin, LILIENFELD)

Bactericide and astringent; used in gonorrhea and infectious eye diseases Largin contains 11.1% of silver.

### CREOLIN-PEARSON.

(Saponified Coal-Tar Creosote.)

The Ideal Disenfectant, Deodorant, and Germ-Destroyer.

Window Advertising and Booklets free on request.

### Thiocol (Guaiscol-Sulphonate of)

A water-soluble form of guaiacol. According to the U. S. Dispensatory (18th ed., p. 1675), guaiacol acts "by forming compounds in the blood with the toxic by-products of the tubercle bacillus and aiding their elimination."

Thiocol is employed in phthisis, chronic coughs and chronic catarrhs of the gastro-intestinal and genitourinary tracts. Three forms of Thiocol are on the market: Powder; 5 grn. Tablets; and Syrup (with working formula on every label) containing 5 grn. Thiocol in a fluid dram.

### Dionin (Ethyl-morphine Hydro-)

Cough sedative, antispasmodic, and analgesic. Prescribed in the treatment of bronchial and phthisical coughs, and for combating pain in gynecological cases; also in chronic morphinism. Dionin may be had in powder form or in 1 grn. tablets.

### **Orexine Tannate**

(Phenyldihydroquinazoline Tannate, KALLE)

An efficient appetizer and gastric tonic. Orexoids (4 grn. tablets of Orexine Tannate under the label of Merck & Co.) are on the market as well as the powder form.

LITERATURE ON REQUEST.

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### PAYS THE WAR TAX.

NO ADVANCE IN PRICE.

**\$**33.60 per gross. \$2.80 per dozen.

Jobbers sell in gross lots, 5% and 21/2% off.

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THE KIND YOU HAVE ALWAYS HANDLED. IT PAYS TO HANDLE RELIABLE GOODS.

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### Be Careful.

The leading manufacturers and jobbers of hot water bottles have signed the following agreement: Rubber bottles have in the past been sold under a year's warrant and this has. we believe, led to a great injustice being done, both to the retail druggist who handles the goods and the manufacturer. Bottles have been returned sometimes within ten days of the expiration of the time limit, utterly worn out, but a new bottle has been demanded by the customer in exchange, simply on account of the guarantee made for it when first sold. We have established a department for the rigid examination and testing of all bottles before shipping. This enables us to guarantee all bottles mechanically before we ship them, and in future all goods claimed to be imperfect must be returned to us for inspection before allowance can be made to your customers. We shall always use the utmost care in selecting materials and the workmanship of our bottles, and believe that a careful compliance on your part with the above rule will relieve you of the annoying and expensive claims which have heretofore made this branch of the druggists' sundry business extremely unsatisfactory,"

Cicero has said of men: "They are like old wines, age sours the bad and betters the good." This is a strong point in favor of the G. O. Taylor Old Bourbon and G. O. Taylor Pure Rye Whiskies,—they being well-aged, pure and wholesome. Physicians recommend them. Sold by licensed dealers generally. See that our firm name is on the label and over the cork of each bottle. Sealed bottles only. CHESTER H. GRAVES & SONS, Sole Proprietors, Boston, Mass.



### **Hnother Injunction.**

In the United States Court, Brooklyn, N. Y., an injunction was granted in the case of the Farbenfabriken of Elberfeld Company, of New York, against John A. Borst. According to the claim of the plaintiff as set up in their petition and affidavits, Borst was engaged in the selling of phenacetin and other preparations in which the plaintiff under the patents was entitled to the exclusive sale in this country. Borst was located in Brooklyn at 160 Floyd street. He secured the patent preparations from Canada, it is alleged, and sold them at a slightly lower price than the owner of the patents in the United States. According to the injunction Borst is forbidden from selling. directly or indirectly, in the United States the drug known as phenacetin.

### Notes.

In the United States Court in Los Angeles, the California Fig Syrup Co. has won six suits against infringers of its trade mark.

Contracts have been signed for building the Emerson Drug Co.'s new home in Baltimore. The structure will be 44 by 170 feet, six stories high.

By a very satisfactory arrangement between the Chicago Retail Druggists' Association and a firm of manufacturers who have long advocated active co-operation between manufacturers and retailers, the price of Dr. Hilton's Specific No. 3 is to be reduced to \$4.00 a dozen. This brings a well-known concern in line with the National Association and all concerned are to be congratulated.

The Committee on National Legislation of the N. A. R. D. is preparing an address to the members of Congress urging the repeal of the internal revenue tax on medicines. This will be ready for distribution previous to the holiday vacation, during which it is expected every senator and representative will be importuned by his druggist constituents not only to vote for the measure but to work to secure its passage.

### ILLUSTRATED ADS.

For ten cents the SPATULA will send to any of its readers thirty-two illustrated ads. designed and written especially for druggists. They are all ready to be sent to your local paper, needing only the addition of your name and address.



# We Are Anticrats.

This is a new word—Anticrat, the last syllable is derived from the Greek word "Kratos, meaning "power," as an autocrat is a "person vested with absolute power," so an "Anticrat" is against power and against all other "crats," such as Pluto-crats, hence it follows logically that we must be Anticrats because we are

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petitor could establish a profitable business." In spite of their misrepresentations about our work our business has continued to grow and expand until it is now larger than that of most of the. Trust branches. Our patent Polar System of Porcelain Syrup Tanks and Cyclone Coolers, and other exclusive features, combined with the best workmanincluding even the Soda Fountain Trust, a combination of Plutocrats who stated in their Prospectus that "no comship and materials the market affords, backed with a Five Years' Guarantee, is the secret of our success.

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if you want to "make a show" at small cost, or are "doubtful whether soda would pay," and don't care to invest much money to try the venture. EASY TERMS TO ALL.

# ROBERT M. CREEN & SONS.

Factory and Onyx Works,

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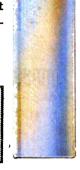
Travelling Salesmen in all Eastern and Middle States, who will be glad to call on parties contemplating ordering. Address, Philadelphia Office.

### Homeopathic Vials

WE are makers of glass tubing of all sizes for vials, and are prepared to accept large or small orders for this class of ware, made with or without lip, as well as screw top. We have a daily capacity of several hundred gross.

The Red Star Brand comes one gross in a box, Long or Short Style.

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These prices are net. Special quotations in large quantities. Order of your jobber. The large jobbers handle them, and take no other. If unable to get them of your jobber, order direct.

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Pill Machines

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Metal
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### Comp. Damiana Tablots.

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Prepared in 5 gr. tablets. Dispensed in vials at \$4.00 per dos vials. Post-paid for price.

We use the fresh, green extracts in the preparation of Howe's Comp. Damiana Tablets, and believe they have positive merit as a rebuilder.

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They not only save 1me and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

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| 1        | .30               | 1% x %<br>2% x 11-16             |  |  |  |
| 3        | -45               | 2 7-16x %                        |  |  |  |
| 4        | .48<br>.50        | 2% x 76<br>2% x 1 1-16           |  |  |  |
| ş-B      | .50               | 2% X 1 1-16                      |  |  |  |
| 6-B      | .70<br>.70        | 3 3-16x3 13-16<br>3 3-16x3 13-16 |  |  |  |

Estimates for any size and quantity furnished upon application. Special contracts made with large manufacturers of Rochelle and Headache powders.

Samples sent FREE on application by mentioning THE SPATULA.

THE SPATULA.

For sale by all wholesale druggists and dealers in druggists' sundries.

A. L. SOUTHER, Gen'l Agent, 73 GREEN ST., BOSTON, MASS.

### Fifty Thousand Pounds

of Stillingia, Blue Flag, Manilla Leaf, Prickly Ash, Palmetto Berries, Red Wild Cherry Bark. for sale. Prepared to take large or small contracts for all kinds of roots and herbs, etc.

AMERICAN FIBER COMPANY,
Bex 79. JACKSONVILLE. FLA.



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W. H. B. WHITE Registered No. 29,519.

### **BLEACHED BEESWAX**

Warranted Strictly Pure.

Every cake stamped "W.H.B." and moulded in Round, flat cakes, and packed in 2-lb cartons, in cases of 54 lbs. Oblong cakes, packed loose, in cases of 56 lbs. Ounce cakes, in 2-lb. cartons, in cases of 54 lbs. Blocks (plain) of about 8 lbs., packed in cases of 280 lbs.

White Wax, No. 2, moulded in plain, round, flat cakes, packed in 2-lb. cartons, in cases of 72 lbs.

W. H. BOWDLEAR & CO. BOSTON, MASS.

### The Show Window.

Monthly. 58 pp., 24 Full-page Illustrations, with Colored Cover. Subscription, \$2.00 a year, in advance. Single Copies. 20 cents.

THE SHOW WINDOW is now the recognized authority on window trimming in America. From month to month it illustrates all that has been done to make show windows attractive and remunerative, and also tells what may be done. Its writers are the acknowledged masters of the art of window trimming, its suggestions are practical and valuable, its cost so low that all may become subscribers. It is the official organ of The National Association of Window Trimmers of America.

CAXTON BUILDING, CHICAGO.

# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scattering about counter

FREE

We also print your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

## Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THERE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. —17 cts. profit on each bottle if bought in 3-doz. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.

### A Hot Soda Booklet

will help stimulate the Hot Soda trade. If you hav'nt the time to get up a good one yourself, send me the facts in the case and a list of the drinks you serve and I will write for you an eight-page booklet, direct the printing, and correct the proof for

\$3.00, Cash With Order.

### Hot Soda Advertisements

suitable for newspaper use and other mediums. Six of them, to the point, bristling with argument, strongest typographical display indicated, and of the sort calculated to arouse the interest of the reader and get him into your store. Lack of time and inclination prevent the ordinary druggist from preparing the sort of advertisements he ought to have. I believe that I can help you. The six ads for

\$3.00, Cash With Order.

### IOO Ade

In book form, one ad on a sheet, all business bringers, sufficient copy for a year's advertising

\$1.00 postpaid.

### Henry M. Graves,

Drug Advertising,

227 Washington Street, Boston, Mass.

### "54 Ideas.

For Window Display" will help you to have some "out of the ordinary" window trims.

50c. postpaid

### The WEEKS & POTTER CO., Boston.

Are sampling physicians with their new preparations:

ELIX. HYPOPHOSPHITES, W. & P.

Dexter XXX Whiskey

Ess. Pepsin, W. & P. .

and

Fld. Cascara, Arom., W. &. P. .

AMONIUG

Retail dealers are respectfully requested to stock the same in case they are called for. Any jobber will furnish them.

<del>^</del>

### Are You Interested in Photography?

IF SO, SEND FOR A COPY OF

### PHOTOGRAPHIC LIFE.

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An illustrated magazine devoted to the interests of all kinds and conditions of Photographers.

Bright, amusing, instructive, and up to date. We mail one copy free, because we know we shall secure you as a subscriber.

The Photographic Life Publishing Co., NEPERA PARK, N. Y. YALVALVALVALVAL



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If you are a business man and get or want If you are a business man and get or want to get business by any kind of advertising, and want to know how to advertise and make meney; or if you are an employe and expect to go into business for yourself; or if you want to got into a new and profitable profession—we furnish the foundation—the accumulated knowledge on the subject. Investigation costs you nothing. Invaluation that the comment of the section of KREL.

Address Advertising World Publicity Club, Columbus, O.

By FRANK EDEL.

A treatise on the manufacture by retail druggists, of all kinds of compressed tablets, together with a large number of practical formulæ. By mail, 250.; with the Spatula one year, \$1.00.

### "How to Become Registered."

A guide teaching you plainly how, when and what to study to pass the State Board Examination successfully. Postpaid, 50c.; with THE SPATULA one year, \$1.10.

### Hires' Work on Extracts.

"Recipes for the Manufacture of Flavoring Extracts, Toilet Waters, Cologne, Bay Rum, etc., etc." By Chas. E. Hirks, Author of Hires' Root Beer. It gives not only many valuable recipes, but full information as to the best methods of making the articles. It is not so voluminous as practical. Each formula is "workable" and the product salable. Bound in cloth. By mail, \$0c.; with the "Spatula" \$1.49. Given for two new names.

FOR HE DOTH GIVE US BOLD ADVERTISEMENT. "MORE LIGHT." -- Seethe.



Write for complete Catalogue to

### THOS. HUGHES.

20 Clinton Place. -

### Gray's Pharmaceutical Quiz Compend.

Twelfth edition. Based upon the new pharmacoposia. Thoroughly revised with many valuable additions. Designed to assist those desiring to pass an extions. Designed to assist those desiring to pass an examination before any state board or college of pharmacy. It contains questions asked by all State boards and colleges of pharmacy with the answer to each question. The subjects of pharmacy, botany and chemistry are treated in a condensed, practical, way enabling one to learn them in the shortest possible time. This book will also be found very useful for daily reference as to doses, poisons and antidotes, incompatibilities, new remedies, explosive compounds, synonymous names of drugs, and a variety of other subjects. Over 200 pages, bound in cloth. Indispensable to beginners. Price, post-paid, 1.50; with the SPATULA one year, \$2.00. beginners. Pricone year, \$2 00.

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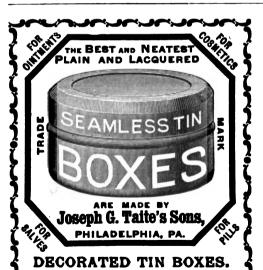
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RUB IT IN.

### For 25 Years

| \$1.75 PER DOZEN. | .25 " BOTTLE.

Always sell the best, MINARD'S.



DRUCCISTS' SUNDRYMEN.

### What is It?

It is something that the people want and something that any druggist may handle at a good profit. It has the palindromic name of

# **XANAX**

and is the best remedy for Coughs, Colds, Asthma, Incipient Consumption, etc., that has ever been put upon the market. We have other remedies also that are quick and sure sellers, and give the dealer a good profit. Every pharmacist should send at once for our special offer to druggists. We make it an object to handle our goods.

The Xanax Company, 16 ARCYLE ST., EVERETT, MASS.

### **OUR NEW TABLETS.**

Well Advertised—Demand Assured.

ANTIKAMNIA LAXATIVE TABLETS.
FIVE GRAINS EACH.



FAC-SIMILE-ENLARGED.

A Laxative Analgesic and Antipyretic.)

ANTIKAMNIA AND QUININE LAXATIVE TABLETS. FIVE GRAINS EACH.

FAC-SIMILE-BNLARGED.

(A Tonic-Laxative, Analgesic and Antipyretic.)



ONE SIZE ONLY.

### The Antikamnia Chemical Co., St. Louis, U. S. A.

Prom all Jobbers—Ounce Packages Only One Dollar. Supplied direct on receipt of price when not obtainable from your jobber.

WA.GILL & Co. COLUMBUS, OHIO.U.S.A

MAKE THE BEST
SEAMLESS TIN

IN.THE • MARKET•

Sold at Factory Prices by the leading Wholesale Druggists and Druggists' Sundriesmen throughout the country.

cents will give you "Business," the business man's paper, a trial trip for three months. Deals with business matters in a practical manner. Edited by J. S. Robertson, for 8 years advertising manager Robert Simpson Co.'s large department store, and treats specially of advertising. The J. S. ROBERTSON CO.,

### P. HANSON & CO.

Spanish Castile Scap, Powdered Scap, 218 STATE ST., BOSTON, MASS. The Standard Remedy."

# PLANTEN'S BRATED K C& COR BLACK CAPSULES.

CELEBRATED FOR UNIFORM RELIABILITY.

### PLANTEN'S Pure Sandal CAPSULES Wood Oil

And Its Various Combinations.
"THE PIONEER CAPSULE HOUSE."

H. PLANTEN & SON, Established 1836.

FILLED & EMPTY GELATINE CAPSULES, 324 William Street, New York.

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PHYSIOLOGICALLY AND BACTERIOLOGICALLY TESTED. (GLYCERINATED.)

T is a noteworthy fact that manufacturers of vaccine have generally ignored those rules of rigid surgical asepsis which have been recognized for years as absolutely necessary when the physician desires to make a break in the healthy skin of his patient. As a result, septic infection after vaccination has been commonly met with in general practics. The object of the product now offered by us is to produce infection with naturally follow the use of vaccine material carelessly prepared and often loaded with the organisms of ordary pus.

Our Aseptic Vaccine is put up in sealed glass capillary tubes, each holding sufficient for one vaccination, in cases of ten tubes, and of three tubes, with small rubber bulb to expel the contents.

List Price, \$1.00 per Case, 10 tubes. List Price, \$5c. per Case, 8 tubes.

### PARKE, DAVIS & CO.,

Home Offices and Laboratories, Detroit, Michigan.

BRANCHES in New York, Kansas City, Baltimore, New Orleans, and Montreal, Que. BRANCH LAFOR ATORIES: London, Eng., and Walkerville, Out.

"No frills; no flourishes. A pisin-speaking, helpful journal for the hard worker."

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The paper that warms the cockies of the ad-man's heart—a mesty and mighty independent sheet that gets at the kernel of things and has no room for tommy-rot. You may not like it—but wait till you see it. Sample copy. Two Costs. Stamps or Coin. Address. THE AD-WRITER CO., 10.00 for 12 mos.

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31 Warren St. NEW YORK.

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WRITE FOR QUO-TATIONS. OUR PRICES ARE AL-WAYS THE LOW-EST. QUALITY (ONSIDERED.

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WE HAVE EXCEP-TIONAL FACILI-TIES FOR MAKING AND SHIPPING. AND CARRY IM-MENSE STOCKS.

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RUBBER GOODS A SPECIALTY.

Write for descriptive circular of Hot Soda Urns.

VERYTHING in Bottles. Plain and Lettered Prescription Ware, all Private Mould Ware. Bottles kinds. for Vaseline, Emulsions, Sarsaparilla, Ammonia, Tooth Wash, Tooth Powder Tablets, etc., etc. Green, Flint, Amber or blue. : : : : : : : :

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# ... Books for Druggists ...

The Art of Dispensing.—Treats of all the manipulative details involved in compoundmanipulative details involved in compound-ing medical prescriptions, special attention being given to dispensing difficulties and to notes on new remedies. This popular work has gone through five editions, and five re-prints of the Fifth Edition in ten years. Price, postpaid,

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Scientific Mysteries.—Parlor Magic, giving directions for producing the most interesing Chemical, Optical and Physical Illusions. Price, postpaid, 50c.

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# National Institute of Pharmacy.

Do you desire to Prepare for a Board of Pharmacy Examination, or for other reasons to improve your knowledge of Pharmacy?

Have you a clerk or apprentice to whom you desire to recommend a profitable and inexpensive course of study?

The National Institute of Pharmacy supplies a course of Home Study at once thorough, practical and inexpensive. It consists of

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Announcement giving full particulars of method, course, lectures, cost, etc., mailed free upon application.

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An introduction to the study of the Vegetable Kingdom and the Vegetable and Animal Drugs, comprising the Botanical and Physical Characteristics, Source, Constituents, Pharmacopoeial Preparations, Insects Injurious to Drugs, and Pharmacal Botany, by Lucius E. Sayer, B. S., Ph. M., Dean of the School of Pharmacy; Professor of Materia Medica and Pharmacy in the University of Kansas; Member of the Committee of Revision of the Tnited States Pharmacopoeia.

# WITH HISTOLOGY AND MICROTECHNIQUE,

BY WILLIAM C. STEVENS,

Professor of Botany in the University of Kansas.

Second edition, Octavo, 684 pages with 374 illustrations, the majority of which are from original drawings. Cloth, \$4.50 net.

Catalogues of books on Pharmacy, Medicine, Chemistry, etc., free upon application.

# P. BLAKISTON'S SON & CO.

MEDICAL PUBLISHERS.

1012 WALNUT STREET. PHILADELPHIA.

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### "A GROWING TIME"

Amongst the Druggists of Canada. Business is good and prospects for the future are ex-

Manufacturers and Wholesale Dealers, who would like some of this business should place an advertisement in

"THE CANADIAN DRUGGIST."

which reaches all the trade throughout all Canada. Rates on application.

> THE CANADIAN DRUGGIST, Toronto, Canada.



This little device is made of hard rubber, is thoroughly constructed, and where only a limited number of tablets are to be made will serve the retail druggist exactly as well as machines costing ten to twenty times as much. It has been highly recom-mended by those who have used it.

# FOUR SIZES OF MOLDS.

No. 1, \$1.25, makes ½ gr.; No. 2, \$1.50, makes 1, 2 and 3 gr.; No. 3, \$1.50, makes 1 gr. standard size; No. 4, \$2.00, makes 2 ½, 3 and 5 gr.

Mailed, post-paid, on receipt of price.

With the Spatula one year, 50c. extra. The Spatula,

Boston.

Established in 1840.

# National Institute of Pharmacy

# A System of Home Study.

Printed Lectures by Mail.

Simple, Thorough and Inexpensive.

For Endorsed by Members of Every Board of Pharmacy.

Announcement giving particulars, Terms, etc., upon application.

Dearborn and Harrison Streets, CHICAGO, ILL.

# The Standard of Excellence.

HENRY TROEMNER,

710 Market Street, - - Philadelphia.



Druggists' Fine
Counter Scales,
Prescription Scales,
Weights, &c.

The Old Reliable, no experimental, patented principles used. They are used exclusively by all the United States mints and assay offices, and by all the leading Universities, Colleges, &c.

Price List on application.

Every Scale has our name stamped upon it — none others are genuine.

# WEST & JENNEY, Importers and Wholesale

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99 and 101 Broad Street, and ..... 303 and 305 Franklin Street,

BOSTON, MASS.

Druggists

# The Regeneration of Apotheman.

S this is to be a true story of actual facts, lest some who read might recognize the interested persons and make it seem the betrayal of confidences, I will begin in the conventional style in which all true stories should begin. Once upon a time, not far remote there lived within the gates of a goodly city, a man who earned his bread by selling drugs and the many little nick-nacks which help to eke out a modest sum wherewith to lubricate the bread and thereby render it a trifle less dry and unpalatable.

And thus for years, no less than ten he toiled, and, like the scissors-grinder, turned his wheel from early morn till late at night that all who chose might, for a meagre pittance, have their knives and shears made sharp to the betterment of their several trades and needs with little thought of what his needs might be.

Just so for all this time he had followed his little treadmill trade and tried in vain to gather a store of wealth by scrimping the scattering pennies which fell into his till. Little he recked that all the world bestows but meagre mead on those who toil and grind, but is too busily self-engaged to even pause, much less make inventory of an humble worker's modest worth. And thus it comes to pass that each must set the standard of his own value high, and in type so bold and clear that none who run may fail to read; for true the saying is "the world more often takes measure of a man according to his claims."

But Apotheman was a worker and philosophized not on the thoughts and motives of men, for though often ministering to their bodies he had failed to analyze their minds or make thereof a mirror through which he could see reflected himself in their opinion. Alas for the frailty which is our common lot! Had he seen himself he would have bowed as to a stranger and passed on.

And this is when and how I found him: looking backward along a ten years' trail that had few bright spots to cheer; anxious for a brighter future, but rendered doubtful and unbelieving by experiences already passed. The case had already become almost chronic. As in cases demanding surgical operation, careful nursing and tonic treatment had first to be resorted to for a long time.

In all these matters courage is one of the main factors, and though there were many temporary re-

lapses, he luckily rallied and each time came up a little stronger, till finally he was able to bear his part in the battle of the future without flinching.

Here we will drop the conventional style and come back to business style with facts and figures.

The shoppers in carriages no longer passed him by. Occasionally customers to whom he imagined he was supplying all their wants, surprised him by the frequency of their calls and the amount of their purchases. He found himself suddenly a factor in the community. Passing acquaintances slapped him on the back and called him "old man." The doctors found time to come in and chat with him, and sent their patients his way. He stands about an inch higher in his boots than he used to stand. He thinks at least two hundred per cent. more of himself than he did. He believes in himself and it has made a man of him. All these things he has told me in confidence. His trade was formerly twelve dollars per day. The last time I saw him it had grown to fifty. In time it should become double this. If it does not it will be because he fails to carry out my suggestions. And such was the regeneration of Apotheman.

# MORAL.

All true stories have a moral:—Good clothes don't make the man, but they are usually a mighty strong letter of introduction. So are Bangs-fitted drugstores. They won't run themselves but they will greatly aid the one who runs them. So much is one of them a factor that I can engage to double any man's business who has an ordinarily fitted store and will reasonably follow my advice in tradegetting ideas.

If you have the location, the people, and the opportunity, the rest is easily possible.

When shall we go about it?

C. H. BANGS, Pres.

C. H. Bangs' Druggists' Fixture Co.,

Jewelers' Building, Boston, Mass.

# 

Aspirin the substitute for the Salicylates, agreeable of taste, free from unpleasant after-effects.

Heroin the Sedative for Coughs.

HEROIN HYDROCHLORIDE its water-soluble salt.

# Creosote-Carbonate

(CREOSOTAL)

# **Guaiacol Carbonate**

the Anti-tuberculous Alteratives and Internal Antiseptics.

(DUOTAL)

Our GUAIACOL CARBONATE (Duotal) and our CREOSOTE CARBONATE (Creosotal) are of the highest standard of purity, and are sold under special license from the patentee, VON HEYDEN. Purchasers of our goods are NOT INFRINGING PATENT RIGHTS.

Sycose the substitute for cane sugar.

Are the latest additions to the list of Bayer's Pharmaceutical Preparations.

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# FARBENFABRIKEN OF ELBERFELD CO.,

Selling Agents.

40 Stone Street., New York.

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# THE MOST USEFUL PHARMACEUTICAL JOURNAL

# Meyer Brothers Druggist.

Published Monthly in the Interests of the Entire Drug Trade.

A NEW FEATURE IS THE

# PRESCRIPTION CASE DEPARTMENT

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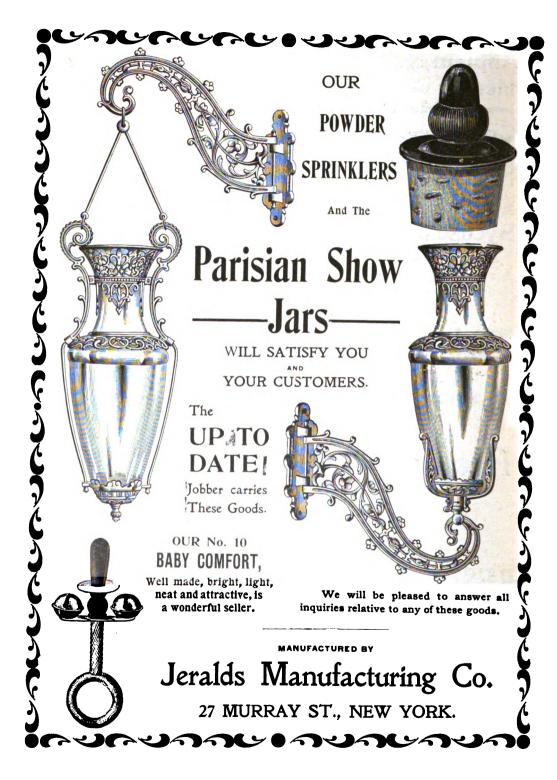
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**316** CLARK AVE.

SAINT LOUIS, MO









Y. & S. LICORICE, 4, 6, 8, 12 and 16 sticks to lb. Packed in 5-lb. boxes; 25, 50 and 125-lb. cases, bulk.

CORRUGATED Y. & S. STICK LICORICE. (Patented Aug. 15, 1899.) Put up 80 sticks in printed wood boxes; a striking and desirable novelty just introduced.

ACME LICORICE PELLETS, 5-lb. cans; 5c. boxes. Y. & S. LICORICE LOZENGES, 5-lb. cans; 5-lb. glass-jars.

MANHATTAN WAFERS. 2 1-2 lb. boxes, Pliable Licorice.

The above kept in stock by all Wholesale Druggists.

Pow'd Root; Pow'd Spanish and Greek Extracts, in convenient packages.

Illustrated Catalogue on application to-

YOUNG & SMYLIE, Brooklyn, N. Y.

..... ESTABLISHED 1845. ..... 



# THIS IS THE BINDER YOU WANT.

It is as neat and pretty as the little girl showing it to you. It is made to hold twelve numbers of the SPATULA, and has the name of the magazine neatly stamped on its back. It is a perfect fit. It is the widely advertised Weis Binder, made especially for us.

It will be sent post-paid on receipt of 50 cents; with the Spatula one year, \$1.25

78 per cent. PROFIT.



Many druggists sell 500 boxes a year, a net earning of

0ver **Forty Dollars** a Month.

Packed 48 fivecent packages in a box.

A Handsome Photo Folder in each 5-cent box.

Y WHOLESALE DRUGGISTS.

WALLACE & CO..



# .. NOTICE ..



ANUARY 1, 1900, we removed from 8 Oliver Street to \* 74 India Street, \* Boston, where we now occupy an entire floor in a new building and have facilities of our own for doing all sorts and kinds of printing from a card to an encyclopoedia, and for doing all varieties of pamphlet binding, folding, addressing and mailing.

We are also prepared to write and illustrate booklets and other advertising matter according to the most up-to-date ideas.

Our friends are cordially invited to visit us and examine our establishment.

The Spatula Publishing Co.

Telephone: Boston, 1127.





# THE SPATULA

"KREP SWRET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. VI

Boston, January, 1900

No. 4

# The Spatula

An illustrated magazine devoted to the business and protessional interests of druggists.

THE SPATULA PUBLISHING CO., Editors and Publishers.

PROFESSOR W. L. SCOVILLE, . . . Pharmaceutical Editor

| Domestic subscription,<br>Foreign subscription, .<br>Trial subscription, 3 mos | ٠., | ďo  | me  | stic | ٠, | : | : | : | 1.25 "<br>10 cents. |
|--|-----|-----|-----|------|----|---|---|---|---------------------|
| Trial subscription, 3 mos  | ١., | for | eig | 'n,  | •  |   | • | • | 20 cents.           |

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New subscriptions may begin with any number.

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Any subscription will be stopped upon the receipt of a written request and the payment of all arrearages.

# LOWEST NET ADVERTISING RATES.

| Space. 1 Page. | 1 Mo.<br>\$25.00<br>15.00 | 8 Mos.<br>\$69.00<br>18.00 | 6 Mos.<br>\$124.00<br>69.00 | 12 Mos.<br>\$240.00<br>124.00 |  |
|----------------|---------------------------|----------------------------|-----------------------------|-------------------------------|--|
|                | 7.00                      | 20.00                      | 38.00                       | 72.00                         |  |
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| ı inch         |                           | 6.00                       | 10,00                       | 20.00                         |  |

The Spatula has subscribers in every State in the Union, throughout Canada, and (1900) in 20 foreign countries. Its advertising rates are lower than those of any other drug journal of equal circulation.

Address all correspondence and make all checks payable to
THE SPATULA PUBLISHING Co.,

Telephone, Boston 1127-2. 74 India Street, Boston.

Me Duplicates of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

# New Quarters.



HE SPATULA began the new year sitting on a desk waiting and waiting for a blooming lot of teamsters who had been hired to transport its tangible

property from 8 Oliver St., to 74 India St., Boston. After hours and days of kicking and waiting, and waiting and kicking, the Myrmidons of Janus at last put in an appearance and our establishment was finally moved piecemeal around the corner and two corners more, to the high and handsome building, on the sixth story of which the SPATULA is now trying to gather itself together.

# H Necessity.

The removal was rendered absolutely necessary, as it had become impossible to further develop properly in our old quarters, as attractive as they were and as loth as we were to leave them. The business had grown to such large proportions that expansion became a question, not of expedi-

ency, but of necessity. We accordingly expanded, and here we are with a large printing, binding and mailing plant of our own. We are now able to do, not only all of our own work, but to do much work for others, as we have every facility for manufacturing all kinds of printed matter and for furnishing every thing necessary for its production and delivery—from the brains required for its composition to the teams that will carry it to the post office. All we ask of our patrons is to give us their orders and to pay their bills, which we will guarantee will be as low as is consistant with good work.

# Apologies and Promises.

We must ask our readers to pardon us this once if this number of the SPATULA is found to be a little later than usual and not quite up to the standard the magazine has set for itself. Like the world, it has been created out of chaos. For the future we can promise better things. Plans are formulated that will result in making the SPATULA during 1900, a much more interesting and valuable magazine than it has ever been before. Beyond this we will say nothing at the present time. Just watch us.

# He to Day.

In another column we publish from a subscriber a letter in which he tackles the question as to why more druggists do not write of their experience to the drug journals. His solution is that the underlying cause is purely a mercenary one,—if editors would put up the stuff they would get what they want. There may be some truth in this, but not all the truth. The Spatula recently offered valuable prizes for articles, but the competition, to speak frankly, was little less than a fizzle, because a sufficient number of articles were not forthcoming to render the affair worthy to be called a contest. As a matter of fact. the SPATULA is always in want of good original articles, either long or short, and is as frequently willing to pay the writers thereof whatever such contributions are worth. If the reader has anything to say which he thinks would be of interest to his fellow pharmacists, let him send it in and we can assure him his article will be neither stolen nor appropriated without his consent. We believe, as we have often before stated, that druggists make a mistake in not writing more for publication than they do. Elegant English is not necessary as we will supply all of that the occasion calls for. All that is needed is ideas. Let us hear from you.

# H New Year

There's a charm about the word new and its meaning, which has a strong hold on human nature. It brings a fresh encouragement and stimulates to a new grip upon our surroundings and opportunities. So, though a little tardy, the SPATULA wishes all its readers a happy and

prosperous New Year, a new grasp on business and a new enthusiasm.

# Dangerous Knowledge.

A Connecticut physician has been collecting statistics regarding the proportion of physicians in this country who habitually use opiates. He has found such statistics difficult to obtain. but his returns show that from 6 to 20 per cent. of all the physicians habitually use such drugs, and a much larger proportion depends upon alcohol. We wonder how many pharmacists are in a similar condition. Curiosity, temporary indisposition, and the contempt which is bred of familiarity, are the chief factors which are responsible for such habits among pharmacists, and many pharmacists have been victims of them. As has been said, self-mastery is more essential in one who does or should control others, than in one who habitually expects and submits to being controlled. We suspect that the real cause of groutiness and discouragement with some pharmacists, is the result of secret habits which drain the energies, rather than the conditions of trade about them. As the old schoolmaster said. "Knowledge is a good thing, but it's dangerous." Some knowledge especially so.

# Books and Books.

Two correspondents have asked us about books, a sort of question which we are always glad to receive. We relieve in books. Rightly used there's

money in them, for purchaser as well as publisher. But we are constrained to say, that for practical use, old books are not worth buying. They have a historical and literary value which may at times rise far beyond the original worth of the book, but for present practical following, they have little value. A famous librarian, in rearranging his library, gave directions that all scientific books which were more than ten years old should be stored in the cellar. Science and art are progressing so fast that a new book becomes old almost as soon as the ink is dry, and frequent revisions are necessary in order to keep it of



"HAPPY NEW YEAR!"

real value. A book which is more than ten years old has lost most of its value from a pharmaceutical standpoint, and is not economical to buy. Likewise a book which is ten years old should be recognized as no longer up-to-date, and should be replaced. Don't be behind the times in your books.

# Imported.

We saw, recently, some formulas for tooth-powders which were taken from a French dental journal, and were credited with extra qualities. Something familiar in one of them led us to a close scrutiny and then we recognized all. They originated in Boston, were exported to France and have now returned under a new label. We seem to have heard of that scheme before.

# Don't Be Sloppy.

We recently saw an emulsion spoiled for the fifth successive time, simply and solely because the operator would slop it up about the edge and top of the mortar, instead of keeping it in the bottom where it could be controlled. When water was added to it. that portion of the emulsion adhering to the edge of the mortar was not incorporated, and at the end this caused a separation and a broken emulsion. A bicyclist who is learning to ride needs a whole broad road to himself. and a skater who is learning wants a whole pond, but a druggist who has to use the top and outside as well as the bottom of a mortar, isn't in a fit condition for a business race. Neatness is as important behind the prescription counter as in front of it, and as effective in a mortar as in a label, pill-box or package.

# **Hnother Cutter!**

The medical profession are threatened with a "cutter" in the shape of the public schools, as found in a course in "Hygiene" given in the grammar schools of a Massachusetts city. Under this caption the susceptible youth are being taught a smattering of anatomy, physiology and medical treatment, which is likely to make inroads into the practice of both medicine and pharmacy. We have before us a recent examination in the course, which was passed by a young lady of twelve years, in which occur such questions as " Locate the scapula, femur, hyoid, fibula, sternum. State the uses of the synovial fluid, tendons, cartilage, peritoneum, cochlea." "What sprains, and how should they be treated?" "Describe the portal system of absorption." "How does gastric juice act upon foods?" "Why are fats necessary?" "On what foods does pancreatic juice act?" "Draw a diagram of the skin, labelling the parts." "Explain how a sensory impulse may finally produce motion, giving an example," etc., etc. Such questions are well adapted to a medical course, but for children who are still in the period of life when all knowledge consists of absolute verities, the ultimate effects of such teaching is questionable. And they call it "Hygiene"!

# TOO PESSIMISTIC.

EDITOR OF THE SPATULA:—I believe I am in a position to answer your editorial "Why?" in your December issue. Will you have the courage to publish it?

Ten years ago, I took special delight in writing for pharmaceutical journals. Egotism and conceit were, perhaps, the remote causes and philanthropy, incidental, thereto. The more I wrote the more I became impressed that writing requires time and labor, and after my thoughts were crystallized, the figure stood out in sharp outlines, "Fool." Either my writings were not worth five dollars a year, or if they were worth anything at all, others were reaping the benefit and I had my pains for my labor.

This confession has an undisguised un-Christian ring, but has anyone the sincerity to gainsay that pure, unadulterated Christianity leads to a pauper's grave with oblivion as a monument? "And that is the reason Why!"

Were you to state in your columns how much you pay for accepted articles, communications would soon be the latest "drug on the market."

Don't imagine, Mr. Editor, that I am looking for pay for this communication. I took my pay in advance in the form of satisfaction at the opportunity afforded me, and "I heartily thank you for the same and have placed it to your credit." Outspokenly yours,

"DASH."

St. Helena, Cal., Dec. 29, 1899.

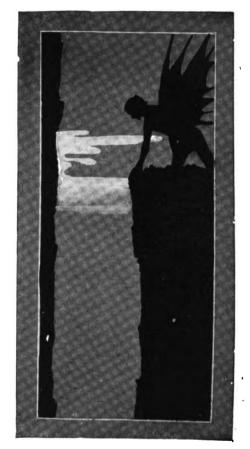
# IN ENGLAND.

I enclose the "ready" and appreciate your kind and gentle reminder. The ducats are always at your command. Your journal is always refreshing to me, like sunshine after rain, or a pleasant thought when such are needed. May you go on "conquering and still conquer," as old Emerson, dear old Emerson used to say.

R. BOWERS.

London, Eng., Dec. 12, '99.

Mat If you are stuck, write us and see if we cannot help you.



RETROSPECTIVE.

# THE OLIVE CROP.

There is a complete failure of the olive crop in Southern Italy and in Sicily this year, owing to the ravages of the oil fly, which appeared in unusual numbers on account of the prolonged drought of last summer and fall. The loss to the provinces of Bari and Lecce alone is estimated at 60,000,000 lire or \$12,000,000. There will be a corresponding scatcity of oil, of course. The country people are having their eyes opened to the consequences of their wholesale destruction of insect-devouring song-birds.

# Professional Notes.

Powdered Licorice Root. I have observed a noticeable difference in the color of compound powder of glycyrrhiza and compound powder of morphine. A uniformity of color could be obtained by officially recognizing in the U. S. P. formula a glycyrrhiza "with the epidermis removed."

Compound Powder of Morphine. The U. S. P. directs, "transfer it to well stoppered bottles." But camphor volatilizes at all temperatures. It re-crystallizes in the darker or cooler portions of the receptacle. I have noticed this separation. The composition is altered and the morphine strength increased. Can only be avoided by stating, "This powder should be freshly prepared when wanted."—U. S.

Quality and Price. The proprietor of a physician's supply house telephones the following to his neighboring druggist. Is your boy there? I am all alone and want some carbonate of ammonia. Send me a quarter of a pound. How much is it? I want just the common kind. I have some spirits of mindererus to make and haven't quite enough on hand. But the neighbor's bottle was labelled "Ammonium Carbonate-Merc. Chem. Pure U. S. P." The slight difference in cost was sufficient to immediately cancel the order.

He did not specify any particular make, so the druggist used his own judgment in compounding the following prescription:

→ Pil Aloin Strychnine et Belladonna No.

XX. Sig. One, night and morning.

DR. MILLER.

DR

A freshly prepared pill according to the National Formulary was dispensed. In course of time a re-fill was ordered. The customer remarked that the doctor was surprised as he expected a white pill. But the results being very satisfactory he ordered a continuance of the same prescription. A few days later I met the physician. He referred to sugar and gelatine-coated pills but gave preference to the freshly prepared. So much to the credit of the National Formulary and the unlimited advantages of our Pt counter.

JOHN RAUSCHKOLB, Ph. G., M. D.

# AT THE PARIS EXHIBITION.

Work in connection with the pharmaceutical and drug sections, as well as the various congresses, is progressing diligently though unostentatiously. The most prominent features of the coming Exhibition just now are the foreign pavilions which have positions along the bank of the Seine and are now making capital progress. Italy has secured the "eligible corner site" nearest the Alma bridge, and her domed pavilion is the most elegant and conspicuous; the United States, in the same style, is hard by; Germany and other northern countries affect the Gothic style. The effect of the whole is very picturesque, forming a city of white palaces bordering on the river, which will probably eclipse the Grand Canal. Venice, itself in effectiveness.

### APPRECIATED.

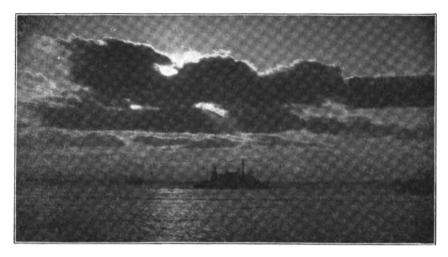
We appreciate the paper very much and would not care to be without it.

NATIONAL DRUG CO. Melbourne, Australia. Dec. 5, '99.



THE THREE GRACES.

From photograph contributed to Spatula Photo Club by T. W. Richardson, E. Helena, Mont.



By Moonlight.

# Company Pharmacy in England.

BY F. PILKINTON SARGEANT, PH.C. Principal Leed's College of Pharmacy, England.



HERE are really very few things affecting the minds of chemists over here at present, though if one took the contents of the British

trade journals as any criterion, one might suppose that the company question was the all absorbing topic of the hour. Certain it is that letters have been written, speeches made and resolutions passed on the subject, but even amongst the few chemists who take any interest in the matter at all, there is a grievous division of opinion as to the objects to be attained.

One party would have us believe that that it is possible to practically exterminate the company parasite which infects the crafts, whilst another proposes a kind of symbiotic arrangement by which companies may exist under the protection of the pharmacy acts on complying with certain conditions. This latter proposal appears to be the only one worthy of consideration at all and even if the legislature are approached on these lines, care will have to be taken in formulating the conditions in order to prevent any apparent attack on vested interests or the appearance of a desire to create an unjustifiable monopoly.

There have been numerous sugges-

tions as to what these conditions ought and ought not to include. It is too late now to undo completely the tangle woven for us by the last generation of chemists or at least by their representatives. If only the chemists had been a little more devoted to their calling, had considered a little more the duty they owed to their successors instead of exhibiting that selfish apathy which has not a care for any but the individual, the council of the Pharmaceutical Society would have been forced into action long ago, but since the inspiration to act appears to have been only quite recently received, it must be remembered that circumstances are much altered and what might have been achieved then is well nigh impossible now.

The Company Pharmacy store was an experiment then: it is a recognized institution now, and whatever disdain may be felt by the average chemist for such stores is certainly not shared by the public at large, nor is this likely when some chemists themselves imitate in almost every particular the general commercial methods adopted by these companies.

The most then that can be expected in the way of regulation of companies must be that each company should have a qualified directorate and that each shop be under the charge of a responsible qualified man whose name should be exposed on the sign and on the labels, etc., where substances covered by the pharmacy acts are sold. These regulations, if enforced, would

convey every protection to the public and would retain the position of the chemist, who at present in many company shops is simply a shop-man, under the direction of an unqualified manager.

With the number of suggestions now before them, it will be interesting to note the action taken by the Pharmaceutical Council. It is to be hoped that they will make up for the apathy of their predecessors by pursuing an active and yet not too advanced policy. It is most deplorable that such a small percentage of qualified men are members of the Pharmaceutical Society, as this fact very materially lessons the power of the Council.

The old apathetic, selfish though hard toiling chemist is, however, gradually dying out and perhaps the rising generation will cull wisdom from the experience of their fathers, and come to recognize the value of the maxim that "Union is strength."

# A "DISCONTINUE."

Please discontinue the SPATULA, as I am about to leave town, I regret to lose the benefit of this little journal from which I have derived so much pleasure as well as interest. I may renew at some future day.

MORRIS COHEN.

Albany, N. Y., Dec. 29, '99.

### IN INDIA.

As I want to keep abreast of the times, do not let my Spatula stop on any account. Always let me know two months beforehand when my subscription is about due and I will remit. Tho' I take in both the Spatula and the English "Chemist Druggist," when they come together I always open the Spatula first.

Mussoosie, India, Nov. 27, '99.

# Criminal Liability of Druggists.

BY GEORGE HOWARD FALL, PH.D., LL.B.

NDER the head of criminal liability must be considered all those acts or omissions for which the law punishes the transgressor by fine, imprisonment, or both.

Whenever the law of the States prohibits the commission of a certain act or commands the omission of it, a breach of said law, constitutes an offence, followed by criminal liability, irrespective of the fact whether any injury results, or not, from the breach of the law.

The statute law, in certain cases, prohibits the sale of unlabelled poisons. In this case the offence is completed when the sale of unlabelled poison is made, and it matters not what results follow.

But, independently of the statutes, the results of the breach of law may be such that a criminal liability may attach under the common law; for instance, when there has been gross negligence on the part of the vendor.

There has been a diversity of opinion as to the extent to which negligence by a dispenser of medicines, from which negligence death results, creates a criminal liability and a prosecution for manslaughter.

Manslaughter is either voluntary or involuntary; for present purposes, it is only necessary to consider involuntary manslaughter. It consists in the commission, without malice, of some unlawful act, not felonious; or in the improper or negligent performance of an act, lawful in itself, from which the death of a human being results.

Every act of gross carelessness, even in the performance of what is lawful, and every negligent omission of a legal duty whereby death ensues, is manslaughter, and may be murder. If a person having taken upon himself a duty requiring skill or care, by his ignorance, carelessness, or gross negligence, causes the death of another, he will be guilty of manslaughter. If he professes to deal with the life or health of another, he is bound to use competent skill and sufficient attention; and, if he causes the death of the other, through a gross want of either, he will be guilty of manslaughter.

The rash or reckless administering of remedies, or physical treatment, causing death, is involuntary manslaughter.

A certain Webb was the agent of Morrison's pills, which contained a large quantity of gamboge. A patient suffering from small-pox was given several of the pills by Webb, and—died. Webb was ignorant of the ingredients contained in the pills, or their effect; and this was held, after due trial, to be such recklessness and gross carelessness as to make Webb guilty of manslaughter.

A so-called Dr. Pierce, a person unlearned, but holding himself out as a physician, was called to treat a patient.

He ordered the application of kerosene by saturating a sheet and covering the whole body. Great suffering ensued, and the patient died

Pierce was convicted of manslaughter, and the case was appealed to the Supreme Court of Massachusetts, where the conviction was sustained. This occurred in 1884, and follows a line of decisions to the same effect. In a former case (A. D. 1809), however, the same court had held that where a person used the utmost skill which he possessed, and was endeavoring to cure the patient, even though the latter died from the effects of the treatment, such negligence was not manslaughter.

But, on the further consideration of the subject, this decision was not sustained, and the law is now correctly given in the Pierce case.

A chemist negligently sells laudanum in a phial, labelled "paregoric," and thereby causes the death of a person to whom it is administered.

This has been held to be manslaughter, and the chemist properly convicted.

And where a druggist, in violation of law, negligently omits to label "poison" where the law requires it, and death results, he is guilty of manslaughter.

In the definition of involuntary manslaughter, it will be seen that the commission of an unlawful act from which death results is one of the modes by which manslaughter is committed. When, therefore, the act done is itself unlawful, and death results, the offence is complete.

The law, in some cases, prohibits the sale of certain articles for causing abortion, and the sale thereof, in such a case, is an offence, *i. e.*, an unlawful act.

If, as an effect of taking the drug, in such case, death should result, the law will not hold the druggist guiltless, but he will be guilty of at least manslaughter.

And the fact that the customer demanded the prohibited drug will not constitute a mitigation of the offence.

The law will not allow a person to shield himself from the consequences of his unlawful act by the fact that he did not intend the fatal consequences which resulted. The law conclusively presumes that every person intends the natural, necessary, and even probable consequences of his unlawful act, wilfully done.

The proprietor or master is never liable criminally for acts of his servants done without his consent and against his express orders, nor is a druggist liable criminally for the gross carelessness of his assistant; but cases may occur where even the master is answerable, criminally, for the conduct of his clerk.

Thus, where the druggist is grossly careless in allowing an incompetent clerk to run the business, and death results from the ignorance of the clerk, the principal may be held responsible; but where this element of his own carelessness is wanting, it is clear that, in the criminal law, the principal is not answerable for the acts of his agent or servant, as in civil cases.

When the druggist keeps prohibited artices for sale, and the clerk sells them, the mere fact of keeping them will be evidence of his assent and cooperation, and will constitute a presumption against him; but, in such case, the principal may rebut the presumption by showing that the prohibited article was sold contrary to his orders, or under circumstances which negative all connection, on his part, with the sale.

# Practical Notes on Essential Oils.

BY A SPATULA SUBSCRIBER.



HE making of pomades for fine perfumes is fast going by. Synthesis, and improved methods of obtaining oils, are crowding the pomades into the background. The pomades will probably hold

their position in part for many years to come, owing to the prestige which they have commanded in the past, and that conservatism which holds to a good thing with persistence and a true appreciation. By the use of pomades, qualities have been obtained in perfumes which could not be secured by other means, but to-day finer effects are secured in many cases without them. The present decade has seen great changes in perfumes. They are now more true to nature, more delicate and yet more powerful and lasting than ever before. Nature is being imitated more closely, and the delicate odors are more appreciated because truer.

With the improvements in perfumes has come also a correspondent improvement in flavoring oils, and with the synthetics these are of more interest to the pharmacist. We, therefore, have culled the following practical points on the subject from the Semi-Annual Reports of Shimmel & Co. for 1899.

The most important event of the year in this line was the issuance in the summer of a work on Essential Oils, under the firm's direction, edited by Drs. F. Hoffman and Gildermeister. The developments in essential oils has been so rapid that the older works on this subject are sadly behind the times, and a modern work was much needed. The present work is written in German, but an English translation of it is promised for the spring of 1900. We are awaiting it eagerly. Commercially, the United States is credited with receiving adulterated goods more freely than any of the other nations. Here price rather

than quality is the object sought. This is a serious mistake, for a high grade oil not only gives better results, but frequently goes enough farther to make up for the increased prices. The United States has long been known as the dumping-ground for inferior medical and chemical products. That stigma ought to be thrown off for our own welfare.

To turn now to the oils in detail: Artificial anise oil or anethol is stated to be fast replacing the natural oils. The sale with this firm is more than three times as large as that of the natural oil. The price is a little higher, but it is more than counterbalanced by the greater intensity and superior purity of the flavor. It is also more soluble.

Camphor. The present crude methods of aistilling camphor result in a loss of nearly



DECEMBER 25 — 6 P. M.

(From photograph contributed to Spatula Photo Club by E. P. Ferte, Butte, Mont.

two-thirds of this body, and the Japanese government is taking steps to prevent this waste. They also intend to increase its price by withholding the supply for a few months, so it is stated. The government now has a monopoly of this industry, and prices are sure to advance. Camphor oil is increasing in use both as a cheap perfume in soaps, and as a substitute for turpentine oil as a solvent. It acts as a disinfectant and is of value in disguising the odor of other oils, in making varnishes, and in soaps. It is more agreeable than turpentine and possesses other advantages also in elasticity and lubricating and disinfecting qualities.

Caraway Oil. The crop of seeds in Holland and Norway has been low and prices are high. There has further appeared on the market an oil distilled from Finland seed, which has a strong, smoky odor and flavor, and is decidedly inferior in flavor. This is being used to mix with the Holland and Norway seed oils.

Celery Oil, distilled from the green leaves and exactly reproducing their aroma, is fast increasing in use in the manufacture of sauces, pickles, etc. One grain of the oil is equal in flavor to 1,000 grs. of the fresh herb, and half a grain is sufficient to impart a fine flavor to 1,000 grs. of celery salt.

Cypress Oil is increasing in favor as a remedy in whooping-cough. It has a pleasant odor and is used by inhalation, being sprinkled upon the pillow or other means, or internally in doses of I min., three times a day.

Bergamot Oil. The present crop is poor in quality, and a good oil commands a high price.

Lemon Oil. There is a considerable number of "extra strong" oils of inferior quality on the market. An extra strong oil can be made of superior quality, but there are temptations to sophisticate which are not easily resisted. No oil needs closer watching than this. The terpenes which are separated in the manufacture of true extra strong oils, are now being used in the adulteration of lemon, orange and other oils. They do not affect the odor seriously, but reduce the flavoring power and also diminish their solubility.

Gnajacum Wood Oil possesses a fine tea-like odor and is valuable as a fixing-agent in perfumery. Its consistence prevents the evaporation of the scent and renders it less changeable by heat in fine toilet soaps.

Hyacinth, Schimmel & Co. is a new synthetic which is replacing hyacinth pomade. It has the appearance and consistence of an oil, has a true and pure hyacinth odor, and makes a fine extract in the proportion of 4 or 5 gms. in a kilo of alcohol. It has already received much favor from perfumes.

Jasmine, Schimmel & Co. is more than holding its own as a substitute for jasmin oil and pomade. It is, in fact, fast replacing the pomade. It has a pleasanter and truer odor than the latter.

Mignonette-Geraniol is, likewise, replacing the pomade for mignonette odor. Improvements in this product have recently been made, and it is better and stronger than before.

Neroli, Schimmel & Co. is still another of the synthetics which has advantages over the natural oil. The chief ingredient of this body is methyl-anthranylate, toned and developed by other constituents. It is not only cheaper but stronger than oil of neroli, and fully as fine in flayor.

Nutmeg Oil. The commercial oil is all made from the light, worm-eaten nuts, which are rejected in sorting. The worm eats the fixed oil in the nut, but leaves the volatile oil entire.

Orris Oil and Patchouli Oil are at present very low in price. The latter is advised to lay in stock, because, unlike most oils, it improves on keeping.

Rose Oil continues to be grossly adulterated, and there is, at present, no practical method of detecting this.

Dr. John H. Pryor, of Buffalo, N. Y., says that last year the death rate from consumption in that State increased by 339, and has increased so far in the present year that if this rate continues there would be in the year over one thousand deaths from consumption—probably the highest death rate ever known.

# Urine and Its Hnalysis.

BY W. A. GARDNER, M.A., PH.G.

(Concluded from December Number.)

Bile Acids.

These acids are present pathologically derived from the bile, are glycocholic and tautocholic acids generally in combination with sodium and potassium. These acids give bitter taste to urine.

Following the test, Oliver's solution: Dissolve 2 gms. flesh peptones, 25 gms. of salicylic acid and 2 c.c. of 33 per cent. acetic acid in enough water to yield 200 c.c. of product.

In the intestines, when the peptones are formed by lean meat you eat, comes in contact with bile acids, peptones are precipitated as a consequence.

The salicylic acid in Oliver's solution is to preserve it. Now, therefore, as Oliver's solution contains peptones, when you add this to urine which contains bile acids, it must necessarily precipitate the peptones contained in Oliver's solutions. In order to work this test, first dilute urine 1008 and then on addition of Oliver's solution it becomes turbid, showing presence of bile acids.

# Bile Pigments.

Bile pigments are not normally excreted in urine. They are supposed to be derived from the blood. In people who are jaundiced, bile pigments appear in larger quantities. Tested by oxidation,—color change test. Bile-rubrin contained in bile; this red coloring matter is changed to a green.

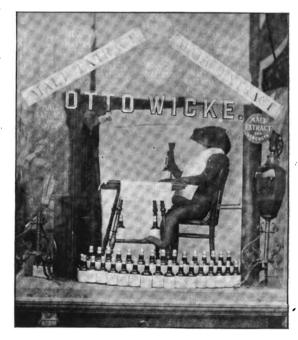
Proceed as follows: Heat strong nitric acid with a piece of match stem, paper or some starch. The acid becoming yellow; allow to cool, put acid in test-tube, then pour urine carefully down side of tube. A grass green ring at the junction of liquid appears, which after a little disappears and comes again blue, then fades out, then brown. This is known as "Gmelins" test. First make sure of grass green color.

### Blood.

The color of urine itself would show if

blood be present. A bright red shows it to be superficial hemorrhage, while if brown deepseated as from the kidneys. Identify with microscope. If none at hand proceed as follows:

Make Tinct. Guaiac, a small quantity of gum is dissolved in alcohol. Place the tinct. in a watch-glass on white filter paper. Pour into it one or more c.c.'s of urine. It probably will become turbid in appearance, the reason being gum precipitates out, but pay no attention to this but rather allow to stand. A color change takes place, if not, add two or three drops of etherial solution of hydrogen peroxide (H<sub>2</sub>O<sub>2</sub>). If blood is present, at the



A STRIKING WINDOW TRIM. (See "Dollars and Cents" Department.)

edge of W. G., a brilliant blue color is produced.

Pus.

Found best by aid of microscope.

It forms sediment. Absence of sediment in urine safe in saying absence of pus. Let urine stand for pus to subside. Decant liquid, add to sediment I c.c. of solid caustic potash and soda. If pus is present it will become stringy, absence of this stringiness again absence of pus. If urine contains blood or pus, will also contain albumin. So if either of them be found, look for the others.

# Peptones.

Peptones are forms in which proteids are absorbed in organisms formed by the disintegration of pus. When pus undergoes ab-

sorption, peptones are present. Only way to test for peptones is first get out all other albuminous compounds. Make acid with acetic acid and add a saturated solution of ammonium sulfate and urine together; this takes out all other proteids; then filter and add solution of potassiamercuric-iodide, precipitate is peptones. They are not normally excreted in the urine.

### Urea.

Urea makes up the greatest amount of solid portion of urine. It is the way nitrogenous compounds leaves the body. When you eat lean meat you will find urea more abundant than when eating vegetables. 30 to 35 gms. excreated in twenty-four hours in men; 28 to 35 gms. in women. If it remains in organisms, gives rise to uræmic poisoning. If excreted in excess, shows disintegration of tissue.

Urea undergoes decomposition. Samples that have stood in warm place decompose and form ammonium carbonate. When decomposed completely by chemical reagent forms water, (H<sub>2</sub>O) carbon dioxide (CO<sub>2</sub>) and Nitrogen (N). Estimate by

measuring nitrogen as follows: (Hypobro-

mate process by use of doremus ureometer.)

Take strong solution of sodium hydroxide, pour in almost filling bulb, then add I c.c. of bromine; mix thoroughly. This dissolves and gives bright yellow color to the solution if red coloration shows presence of too much bromine. Lastly, add urine with pippette; this causes it to decompose slowly, nitrogen gas being formed in top of tube. Make reading on graduate scale of instrument. If bubble forms at top, another indication of albumin being present.

Uric Acid.

Part of nitrogen passes off as uric acid. It is antecedent of urea. Use oxidizing agents to oxidize uric acid when excessive rheumatism results, also forerunner of gout. Not



"Wall, I swan! Fur sixty year I've read Ayer's Almanac, but this 'un's th' best of th' lot."

A GOOD AD.

very soluble, dissolve in hot fluids; forms a deposit of brick dust color. It is found in urine in connection with vegetable acids. Reactions forms crystals, examine by microscope. Partially excreted free but generally in form of carbonates; small amount in twenty-four hours, not quite 1-2 to 1 gm.

Test as follows: Take some of urine or sediment in capsule on water bath; evaporate to dryness, add strong nitric acid as long as it foams, then again evaporate to dryness; in this way it oxidizes uric acid, forming a compound alloxin; add a little vapor of ammonia; a color is formed "muroxid." This similar to muroxid from shell fish. In samples of normal urine barely a trace; if in excess readily detected.

# Indoxyl Sulphuric Acid.

A certain nitrogenous substance excreated with sulphuric acid in urine. When it ferments, decomposes and forms indigo. Stale urine is often used as a dye. When separated from sulphuric acid known as "Indican." This is done by taking strong hydrochloric acid, one drop, then one drop of a solution of bleaching powder; allow to cool and add a thimble full of chloroform and shake. It is then transferred into indican and shows blue coloration. In case of obstruction of the bowels, indican being formed will color urine intensely.

### Chlorides.

Chlorides are found in combination with sodium, ammonium and potassium, the former predominating, this material being taken in organism as food substances. When found in abnormal quantity look also for tumors and cancerous growths, sodium chloride being retained in system in such cases. It is greatly diminished and is not found at all in cases of pneumonia. The return of chlorides to urine in cases of pneumonia shows patient convalescing. Estimated by use of silver nitrate test (Ag. NO<sub>8</sub>). First make acid, if not already acid. The re-agent in this case, nitric acid. Then add solution composed of following: I part of silver nitrate and 8 parts of water. If it forms cheesy mass, chlorides are

normal. If only milky in appearance, they are diminished.

# Earthy Phosphates.

Earthy phosphates of calcium and of magnesium. These go to make up the bones and framework of body. Diseases of wasting of bone tissue as in rickets, found in excess; otherwise less. This in acid urine. Test is, make urine alkaline. This drops out earthy phosphates. Reagent used in this case, potassum hydrate or sodium hydrate; heat to make more permanent. If slight turbidity, shows too much waste.

# Alkaline Phosphates.

Alkaline phosphates are derived from food in body by destruction of organic compounds, as in cases of used up nerve tissue (Nervous Diseases). You find these in excess. Test by first filtering out earthy phosphates, then add magnesium mixture composed of following: Ammonium chloride, magnesium sulfate and ammonium hydrate. This combines with the phosphoric acid, forming an insoluble compound known as magnesium ammonium phosphate. If milky, in excess. By being deficient shows nothing.

# Sulphates.

Little or nothing known regarding sulphates. Test as follows: Add to urine one or two drops of hydrochloric acid (Hel.), then r c.c. of Barium chloride solution. White precipitate forms which is Barium sulphate. Normal in amount when milky; in excess when creamy.

### Ammonium.

Ammonium is said to occur in urine and may occur in large amounts. Test as follows: Add to urine sodium hydrate solution and boil; hold to nose, if odor of ammonia, are in excess.

### Ehrlich's Solution.

A chromogen appears in the urine. In pathologic conditions, and particularly in typhoid fever, which when treated with solution "Diazo"-benzene-sulphuric acid and ammonia imparts a tint to the urine which varies from cosin to a deep garnet red. Gen-

erally spoken of as Ehrlich's reaction or "Diazo" reaction was, and is still by most authors regarded as patho-gnomonic of typhoid fever. It is, however, according to "Simon," at times met with in other acute febrile diseases, such as scarlatina, measles, malaria, small-pox, pneumonia, etc.

It is usually not so difficult to distinguish between these and the latter condition, excepting in certain cases of acute miliary tuberculosis. As reaction, however, is obtained not later than the twenty-second day of disease, and is generally present as early as fifth or sixth day in typhoid, while in acute tuberculosis does not appear earlier than the beginning of the third week, and then present to the end. Its occurrence may be the means of differentiating between them. To make test following method by same author, is considered most convenient, less expensive and most delicate.

Sulphurilic Acid Mixture,

- (a) Take solution 2 grs. of sulphurilic acid in 50 c.c. of Hel., adding when dissolved 1000 c.c. of distilled water.
- (b) Take a 0.5 per ceut. solution of sodium nitrate.

Then take 5 parts of (a) and one part of (b) and mix. Take a few c.c. of urine, pour into small test-tube when an equal amount of the above mixture is added, the whole being thoroughly shaken, and thus one to two c.c. of ammonium are allowed to run carefully down side of test-tube, forming a colorless zone above yellow urine containing acid. At junction of two liquids a more or less deeply colored ring will be seen, this according to degree of intensity of the disease. A dark crimson ring is the indication of the presence of this reaction.

In the aforegoing it has not been the aim of the writer to add one wit more than is already known, but rather to select only such methods as have appealed to him to be expedient, less expensive, and which will yield most satisfactory results.

The following errors in the instalment printed in our December number are noted by

the author: Under "quantative estimation of albumin, Eshback's method" in making reagent "10 grains picric acid" and "20 grains citric acid" should read 10 grams and 20 grams respectively. The same error of grains for grams occurs in "quantity eliminated in twenty-four hours" and also in the paragraph about "Fehling's Test."

# Old Prescriptions.

An Egyptian manuscript, known as the "Papyrus Ebers," written about 1550 B. C., is commonly said to be the oldest collection of medical prescriptions now existing. there is another fragmentary papyrus, discovered in 1889 by Petrie at Kahun, which dates from the time of the 12th Dynasty (2466-2233 B. C.,) and is thus several hundred years older like than the "Papyrus Ebers." Its prescriptions all run in some such form as this: "Knowledge of a person suffering thus" (here follow the symptoms), "say thou with regard to it: 'It is'" (here follows the name descriptive of the disease). "Do thou thus for it: Carob-beans, 1-64th of a hekt; shashafruit, the same amount; cow's milk, one henu. Cook, cool, make it into one mess, drink four mornings."

The "Papprus Ebers" opens thus, "Here begins the book of the preparation of drugs for all parts of the human body." Among the prescriptions are "Medicaments for preventing greyness of the hair," and "for forcing the growth of the hair." For disorder of the bowels, the following is recommended: "Carraway seed, 1-64th of a dram; goose fat, 1-8th of a dram; milk, one tenat. Boil, stir, eat." Pills are also ordered to be made by mixing powdered drugs with honey, and rolling the compound into little balls.

One of its prescriptions, with a quaint incantation, runs as follows: "Depart cold, son of a cold, who breakest the bones, benumbest the skull, reduces the fat, making ill the seven openings of the head! Behold I bring a receipt to thee: Human milk, and the savoury smelling seeds. Let that drive thee away; let that heal thee!"

# Photography.



For Mounting Prints.



HE following simple article is of great convenience in mounting prints: Procure a new wine bottle cork; these are nearly two inches in length and three inches in circumference.

Now cut a piece of dry wash leather two inches by five inches; place the cork on its side, in the middle of the wash leather strip and stretch the leather around it, pinch up the spare ends of the leather to form a grip for the thumb and forefinger, secure these ends in position by stitching or by sealing wax. To use this paste squeegee, a piece of paste is placed on the back of the print, the paste can then be quickly and easily spread by using the round side of the covered cork. The curvature of the cork enables one to press the paste into the pores of the paper

more perfectly than when using a brush. By this method a minimum of paste is sufficient, and, therefore, there is no oozing of paste round the edges of the print when it is placed into position on the mount. The paste squeegee should not be allowed to dry; when not in use it should be kept in a paste jar, where it remains damp and always ready for use.

# Photographic Miniatures.

Of late there has sprung up a considerable demand for the cheap and effective little miniatures. Many of the larger and more progressive department stores have even taken to making them and the results are eminently satisfactory. Of course, the original photograph is taken and then reduced to the size desired. These are then colored by water colors and the result is a little colored reduction which is true to the original photograph, often an improvement, and is for all intents and purposes as good as the more expensive miniature on porcelain and ivory. It would not be a bad idea for an amateur who has passed the first stages to attempt some of this work for his own satisfaction and as gifts for his friends. The supply houses furnish neat gold-plated frames, in which the little pictures are mounted, at a merely nominal sum.

# Silver Cyanide Intensifier.

Mr. F. Edwards, at the Manchester Society, said he always used the following formula for intensification:

- A (1) Mercury bichloride, 50 grs.; water, 5 ozs.
  - (2) Potassium bromide, 30 grs.; water, 5 ozs. These two solutions are mixed.
- B Nitrate of silver, 50 grs.; pure cyanide of potassium, 50 grs.; water, 5 ozs.

The negative is bleached with A, and after well washing is darkened with B.

To Increase the Sensitiveness of Dry Plates.

It is well known that the sensitiveness of dry plates can be increased by immersion before exposure in a weak solution of silver nitrate. The plate must then be dried and used very soon, as it will not keep well. According to the Photo Revue, the following is a good method: Alcohol is used in the silver bath instead of water, and the bath is made up as follows: Alcohol, 100 ccm.; silver nitrate solution 6 per cent., 1-2 ccm.; strong ammonia, 28 ccm.

The plate is left for a minute or two and dries very quickly. The quantity of ammonia is, however, too much for most makes of plates. It would, therefore, be well to make the first experiment with one-third or onehalf the quantity.

# Self-Toning Paper.

One of the latest novelties is a self-toning collodion sensitized paper prepared by coating the paper with a collodion emulsion mixed with the silver and the toning chemicals, such as gold chloride. When a sheet of the paper is placed in the printing frame behind a negative, the printing takes place in the usual way, but instead of being a red color, it prints the same color as the ordinarily finished print does, the operation being continued until the print looks a trifle darker than is desired. It is then placed directly in a fixing-bath, composed of hyposulfite of sodium and water for a few minutes, washed in changing water for half an hour, then dried and mounted. The prints are very satisfactory, equalling in brilliancy those made in the ordinary way, and are said to be fully as permanent.

# Spatula Photo Club.

January distribution.

"The Merry Xmas Tree," E. P. Ferte,

Butte, Mont.
"A View in Mashapang, Ct.," F. M. Kin-

ney, Newton Highlands, Mass.
"At Annisquam," G. L. Goulding, Lexington, Mass.

"Old Clock Tower" Halifax, N. S., H. Southland, Winchester, Mass.

"Sweet Spring Arkansas," Mrs. C. Starrett, Toronto, Kan.

"Big Tree of California," 75 ft. in circumference, 400 ft. high, J. S. Drury, Druggist, Bakersfield, Cal.

"Hydraulic Gold Mining, Gold Hill, Ore.," E. J. Eastman.
"The Three Graces," T. W. Richardson,

R. Helena, Mont. "The Casino," Eldridge Park, Elmira, Mr. A. J. Foster, 8665 Umcennes Road, Chi-

cago, Ill.
"Echo Bridge," Newton, Mass., H. De Porrest Smith, Ph. G., 329 Warren street, Boston.

# Photographic Periodicals.

Wilson's Photographic Magasine (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year
(with Spatula, \$2.50); 25 cents a number. New York.

Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00);
15 cts. a copy. Half-tones in colors, heliotypes and photogra-

Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10 The Proto-Beacen, \$1.00 per year (with Spatula, \$1.73), and cents a copy. Chicago.

The Photo-Miniture (monthly), \$2.50 per year (with Spatula, \$3.00); as cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$2.50); ao cents a copy. New York.

Photographic Life (monthly), \$1.00 per year (with Spatula,

\$1.50); 10 cents a copy.

# Drizes.



HE SPATULA offers a cash prize of five dollars to any of its readers the best pl otograph re-

presenting a subject in some way connected with the drug business. A photograph containing some element of life, such as a child, a cat, a dog or a bull-frog, will probably stand a much better chance of getting the prize than one representing inanimate objects entirely.

There is no restriction as to size or materials used. What we want is picturesqueness and originality. The competition will close March 15, 1900. The SPATULA reserves the right of keeping and reproducing any of the photographs it may select.

It will be much better to send in the photographs as soon as possible, rather than to wait until the last minute. There will be no limit to the number of prints any one person may enter. The pho tographs need not be mounted.



[It is the wish of the editor of this department to make it of as great practical value to the readers of The Spatula as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

### Rubber Plasters.

G. T., of Italy, asks how rubber plasters are made, by machinery.

The basis of rubber plasters is caoutchouc and resins. The caoutchouc is first soaked in water, then steamed to soften it, then passed between heavy iron rolls, with corrugated surfaces, a stream of water playing upon them during the process. This cleanses the rolls and spreads it out in sheets, after which it is seasoned by airing. The sheets of rubber are then worked on hot calender mills until homogeneous, then olibanum, pitch, benzoin or other resinous bodies are worked into the warm rubber by means of hot rolls. When the basis has been made homogeneous, the medicinal agents are incorporated in the same way, and then the plaster is spread upon cloth in a calendering machine. The proportions of rubber, resins, etc., used are trade secrets, and the whole operation requires heavy machinery. It is not practicable to attempt their manufacture on a small scale. We do not know of any operator who understands the entire process, who would be available.

# Hydrogen Dioxide.

G. T., Torino, Italy, asks for a formula or book for making medicinal Hydrogen Dioxide for medicinal purposes.

The formula and process of the U. S. Pharmacopæia is one generally used by manufac-

turers. It takes some skill in operating to get good results, and it requires a barium peroxide which is practically free from soluble barium salts, as the chloride or nitrate. The operation is conducted as follows: 300 gms. of barium peroxide are first hydrated by stirring or shaking with 500 c.c. of ice-cold water. This will require about half an hour, and it must be stirred or shaken frequently to prevent caking. Large quantities (10,000 gms. or so) usually need to be stirred constantly during half an hour, and then occasionally for two or three hours more. When the barium is completely hydrated it will diffuse easily through water and not settle quickly. It resembles calcium hydrate in appearance.

Now dilute 96 c.c. of 85 per cent. phosphoric acid with 320 c.c. of distilled water, cool the mixture to about 10° C. and remove 50 c.c. of the acid. Now add the barium magma, well stirred, to the phosphoric acid, in portions, shaking or stirring constantly, and regulating the addition of the barium mixture so as to keep the solution acid, and yet prevent a too rapid precipitation of barium phosphate. The liquid must be kept cold, and tested from time to time with litmus paper. When it becomes alkaline, a little of the reserved phosphoric acid must be added until it is again acid. Continue the addition of barium and phosphoric acid until the barium has all been added, and the liquid is faintly but distinctly acid after prolongued and vigorous shaking. Then allow the precipitate to settle, decant the clear liquid, and add to it just enough sulphuric acid to precipitate the barium salt which remains in solution, being very careful not to add an excess. Shake the turbid liquid with a little starch and filter. Then assay and reduce to the desired strength by the addition of water.

The manufacture of hydrogen peroxide is a tedious operation, but good results can be obtained. For large quantities, a mechanical stirrer is almost a necessity, for the agitation must be constant and vigorous. If the precipitate is once allowed to settle, the batch will be spoiled. The critical parts of the operation are first a thorough hydration of the barium, which depends upon the use of ice cold water and complete agitation. Next a vigorous and long-continued agitation (several hours) when the barium and acid are being mixed, during which the liquid must be kept cold. If the agitation is not long enough, the phosphoric acid will not be neutralized and the peroxide will be too acid. On the other hand, more acid may be needed than is directed in the formula, but an excess must be avoided. At the end of the agitation the solution should be almost neutral, but it must not be allowed to remain alkaline for any length of time. Finally the soluble barium salts, which are poisonous, must be entirely removed, but an excess of acid is objectionable.

This last is, in fact, one of the most difficult parts of the operation. To get a solution of full strength is simply a question of long agitation and chilling, but to have it only slightly acid when finished requires patience and a careful adjustment.

### "What Would You Do."

A. A. C., Holyoke, Mass., asks, "if you were going to learn pharmacy, what would you do?"

"Circumstances alter cases," and such cases as these particularly. But for the average aspirant, fresh from a grammar or high school, we can suggest a course. Every pharmacist ought to be a graduate from a high school, and if one can attend such a school and does not from choice, we should consider his dislike for study an indication of his non-adaptation to pharmacy. But some are of necessity deprived of this privilege, who may, nevertheless, make good pharmacists.

The first step would be, by preference, a year in a good college of pharmacy. Preferably one where considerable laboratory work is demanded of the student. At the end of this year, the candidate will be fitted to advance rapidly in a store position, and a drug store should be entered. Here he should remain for one or two years, or even three years to advantage. Then drop the store for the final year or two in the college, where he should graduate. This intermission of store experience is of much value to the student, particularly in the advanced courses. consider it much preferable to the plan of taking partial courses while working in a store, because it allows one to give his undivided attention to the store or the college in their respective times. This means better justice to both, and the true relationship of the two will be the more clearly observed in the later years. Finally he should continue his studies through life in the regular study of at least three pharmaceutical journals. This is the only true and effective way of keeping up with the progress of pharmacy, and pharmacy is a vocation which is never fully learned. He who starts in to "learn pharmacy" has a life-long task before him, but withal a pleasant and profitable one.



BRE'R RABBIT.
(Duplicate 50c., with the Spatula one year, \$r.25.)

# Hydrastine Nitrate.

W. W. C., Montague, Tex., desires to know where he can obtain a small quantity of hydrastine nitrate.

We do not find this listed in any of the larger price lists, and probably it is not a regular article in the market. You could have some made, but might as well make it yourself. Take any desirable quantity of hydrastine alkaloid, dissolve it in as little hot alcohol as will suffice for solution, and carefully neutralize the solution with nitric acid, adding just enough to redden litmus paper or until a faint but distinct sour taste is obtained. On evaporating this solution to dryness the nitrate will be obtained in an amorphous condition. It is very difficult to get it in a crystalline form. If the free alkaloid is not obtainable, another salt, as the hydrochlorate, sulphate, etc., may be employed. Dissolve this in a minimum amount of hot water and add a slight excess of ammonia water. Cool and shake the solution with ether, using just enough to dissolve the precipitated alkaloid. Separate the ethereal layer, wash the aqueous fluid with about half an ounce more of ether and add this to the first ether solution after separating. Now evaporate the ether nearly off, take up with hot alcohol, add the nitric acid as in the first process and evaporate. In place of ether, chloroform may be employed to advantage. Less will be required than of ether, but unless a separator is at hand, it is not as easy to separate from the aqueous fluid.

# Books Wanted.

E. I. P., Leominster, Mass., writes: Can you inform me where I can obtain a copy of "Abbott's Epitome," a book containing a complete, accurate system for pharmacists. If not, will you kindly ask through the columns of the SPATULA.

We do not know this book, and, therefore, pass the query on to our readers. Can any tell us about it.

F. A. M. Cairo, Ill., wants to obtain a book entitled "Explosive Drugs and Compounds."

This also is unknown to us. Can any reader give us information about it?

### Machine Oil and Liniment.

C. S. M. asks for a formula for a spotless machine oil, and for a pain killer that is equal to Perry Davis'.

The best and cheapest machine oils are the paraffin oils, especially selected for their lubricating qualities. These are handled by the dealers in lubricating oils and can be obtained in any desired quantity. You would find it profitable to purchase by the gallon and bottle yourself for retail trade. The dealers will recommend the oil best adapted for your purpose. These oils are made from crude petroleum, mostly by the Standard Oil Company, and it would not be profitable for you to attempt to make them on a small scale.

The pain killer you mention we do not know anything about, so far as ingredients are concerned.

There are two ways of reducing pain by liniments; one is by the use of anodynes, of which belladonna, aconite and opium are the best, and the other is by counter-irritation by means of capsicum, ammonia, etc. The first are best adapted to neuralgic and surface pains, and the latter to muscular or deep-seated pains. It is difficult to select a formula which is useful equally in both cases, but we append a formula for each and also give two formulas for general purposes.

For neuralgic pains: Chloral, 3i; camphor, 3i; liniment of belladonna, 3 iss.

Rub together the chloral and camphor until they liquefy, then add the belladonna liniment. This makes a three-ounce mixture and is very efficient, but is expensive.

For counter-irritation: Oil of turpentine, 5i; tinct. of capsicum, 5i; camphorated oil, 5i; ammonia water, 5i; mix. To be well shaken when used.

Family liniments: Tinct. opium, tinct. aconite of each, 1-2 oz.; tinct. capsicum, 1-4 oz.; ammonia water, stronger, 1-2 oz.; chloroform liniment, 4 ezs. Mix.

Another: Tinct. capsicum, aqua ammonia, fl. ext. bellaconna, of each 3 drs.; oil origanum, 2 drs.; oil of sassafras, 1 dr.; cloroform liniment, 1 1-2 ozs. Mix.

And a third: Oil of wintergreen, 1-2 oz.; chloroform, 1 fl. oz.; camphorated oil, 10 ozs. This last makes an excellent liniment for general use.

### Hair Oil.

M. W. R. asks for a formula for a hair oil.

Most hair oils are composed of castor oil cut with alcohol and perfumed. Any perfume can be used, and the choice is mainly a matter of taste. Some like cocoanut oil instead of castor oil, and we append a formula for each.

Castor oil, 1-2 pt.; alcohol, 1-2 pt.; oil of bergamot, 1-2 oz.; oil of lavender, 45 min.; oils of lemon, geranium, rosemary, clove and cinnamon, each 15 min. Mix.

Castor oil, 4 ozs.; cocoanut oil, 6 ozs.; alcohol, 10 ozs.; oil of bergamot, 30 min.; oils of neroli, clove, verbena and rose, of each 4 min. Mix. To be well shaken when used.

### COCA AND COCAINE HABIT.

While coca took its place only recently among the toxic causes of degeneracy, it was old as a factor in the degeneration of the Peruvian long ere the discovery of America by Columbus. Forty-three years ago Johnston wrote that even Europeans in different parts of Peru had fallen into the coca habit long practiced by the Indians. A confirmed chewer of coca is called a coquero, and he becomes more thoroughly a slave to the leaf than the inveterate drunkard is to alcohol, and betakes himself for days together to the woods, to indulge unrestrainedly in coca. Young men of the best families of Peru, when addicted to this extreme degree of excess, abandon white society, and live in the woods or in Indian villages. In Peru, the term white coquero has the same sense as irreclaimable drunken tramp. The drug has assumed an unusual prominence in the field of degeneracy since the discovery of its alkaloid, cocaine. Since then there has sprung into existence, in both Europe and the English-speaking countries the world over, a habit which is undoubtedly growing, and aggravating as well as producing degeneracy.

The habit is very frequently induced by patent medicines to cure catarrh by the neurasthenic, or to cure nervousness by hysterics. Patent medicines and snuffs for local application, containing cocaine, are frequently employed in the treatment of catarrh; of course, with the result of aggravating the disease.

### UNCOMPOUNDED.

The commissioner of internal revenue wants the war stamp act so amended as to tax what are called uncompounded chemicals that are protected by trade-mark or proprietary rights. This amendment will include a large number of proprietary articles which have so far escaped the tax on the plea that they are not compounded. Most of the articles on the list have hard names ending in "in" or "ol." It is urged that because of the protection afforded by patents and trade-marks these chemicals have a large sale at high prices inconsistent with the cost of production and a fair mercan tile profit.



PRTS.
A good old fashioned wood cut.



# Dollars & Cents

CONDUCTED BY HARRY M. GRAVES.

The Great Question.



HERE has never been an argument advanced that excuses substitution on the part of the retail druggist. On the other hand there can be invented no excuse for the manner in which some proprietary med i-

cine advertisers anathematize the whole retail drug trade in some of their public announcements. Probably the intention is to denounce only those who are guilty of flagrant substitution, but as long as these accusations are made in such a general manner the whole drug trade will become justly antagonized, and the breach between the manufacturer and distributor will become wider and wider. This means success for neither; the one is dependent on the other and the interests of each should be mutual. The proprietary medicine manufacturer can help the retail druggist in countless ways, and the co-operation of the druggist is necessary as well to the manufacturer who is looking for complete success. The manufacturers know the value of the good will of the retail druggist and in some cases have set out to compel it; this method will never secure satisfactory distribution of their products. Better get together and bury the hatchet and work amicably along parallel lines.

As to Expense.

A druggist in St. Louis wrote me, recently, inquiring as to the method of increasing his business He stated his case honestly, I believe, and said that he suffered greatly from the competition of department stores and "cutters" generally. He assured me that he was willing and in a position to spend quite a little money if by so doing he could make his store popular and increase his net profits. I looked into the case carefully and compared it with many similar instances where I had been fortunate enough to be of assistance, and finally wrote him what I believed to be the best way out of his dilemma, and I believe that my plan had an element of success about it if he had had the courage and enthusiasm necessary to carry it out. He wrote back that my medicine cost too much. He seemed thoroughly aghast at the sum I put down 'as necessary to overcome the inroad of the wideawake cutters. And yet I asked for but about ten dollars a week for a period of six months. He said that he had rather try a simpler plan

that called for a smaller outlay of cash. His plan will secure smaller results, too. This instance has its lesson. In an advertising proposition the thing to consider is not how much will it cost, but how great results will it secure. The cost of an advertising propositiod must be decided on the basis of the results that it is likely to secure, as far as the best judgment can forecast them, and not on the array of figures that represents the cost. Advertising.

Something new and with a point to it is what wins in advertising; something which attracts the attention more to your effort than to your competitor's; that which leaves the strongest right kind of an impression on the mind. Thus, in all your advertising strive to be clear and concise, but most of all be original; be different; give the public something new to talk about. This sort of advertising may not have any direct effect, but cumulatively it will be observed in the general increase of your business. The stereotyped booklet, the booklet that is about the same as the druggist's effort ten years ago, will be passed by, by the public and will receive no attention at all. On the other hand, that booklet that is attractive, clever, if you please, makes a strong appeal, is a strong argument in itself, wins where the commonplace effort fails. If new, up-to-date, clever advertising costs more than the commonplace kind, it is because the results it secures are greater and that it is, therefore, worth more. Advertising matter has no fixed value; some is worth more than others because it will bring more money to you.

### Seasonable Goods.

The season for coughs and colds is now at its height and will continue until March and perhaps half of April have become history. The retail druggist who has not taken advantage of the season to push some simple, effective preparations of his own compounding is not wide-awake to his opportunities. Every druggist at this season should have his own cough syrup, bronchial lozenges, sore throat tablets, and break-up cold pills, powders or

tablets. Push these as the conditions warrant in every way possible; by samples, package slips, in your newspaper announcements, through your window displays and by means of window and store cards. Make these remedies a personal matter for a while, talk them up to your regular customers, but don't be a bore; there's a way of talking up one's goods without being a bore and the quicker you learn this the quicker will you make big success of your business.

### The Good Clerk.

The surest way for a clerk to get a raise in his salary is to make himself valuable to his employer. Some one puts one phase of this subject in this wise: "Watch the clock at home as closely as you do at the store." The successful druggist appreciates a clerk who knows what sort of goods to sell. For instance, a smoker asks for a good ten-cent cigar. The valuable clerk takes out a handful of cigars that cost \$68 a thousand? No! he sells the sixty-dollar cigar, and in doing so he is honest with the customer and with his employer. By the same token, the successful clerk sells to the lady who asks for good toilet soap, the sort that costs \$1.50 a dozen rather than the higher cost kinds unless that brand It is these thoughtful clerks is specified. that have good grounds to ask for a raise in pay; it is this sort of clerks that make successful proprietors worthy to be called honest and competent pharmacists.

### Criticism.

Emory J. Eastman, of Gold Hill, Ore., submits a batch of advertising matter that I should judge might have secured results and, therefore, I should say that it is good advertising. There is nothing brilliant about any of it but it gives evidence of effort, and I'll wager that Mr. Rastman is considered as original in Gold Hill and that he enjoys the accompanying emoluments of that title. In a letter which accompanies his samples of advertising matter, Mr. Eastman says that it is all a product of his own facilities and that he has had no printing experience. I have seen better printed matter, but in this particular

instance I don't know that this would have secured any greater results, which is the true and only test of any advertising effort. In the batch of matter submitted, there was a small calendar, on which was a half-tone reproduction of Gold Hill, thus making the effort have a personal appeal. On this also was a line or two about Eastman's cough cure. Another commendable effort is the 12-page booklet and cover calling attention to Christmas goods. Several different lines of goods are spoken of and one article representative of each line is taken up and described honestly: illustrations are given of each article and their prices mentioned. Another effort is a small shipping tag which is attached to a string with a cork on the end. On one side of the tag appears, "Put this in your ears and don't listen to what anyone tells you till you go to Eastman's drug store and find out why his White Pine Balsam is so much better than any other medicine for coughs and colds, etc." On the other side of the tag are some reasons why Eastman's cough syrup is safe and reliable. This is a novel scheme, and while the point is perhaps a trifle far-fetched, I doubt not but that it set the people of Gold Hill to talking about the originality of Eastman, the druggist, which is the best sort of advertising.

# Correspondence.

The manager of the Laurens Drug Co., of Laurens, S. C., whose advertising was reviewed in this department last month, sends me the following letter:

Dear Sir:-We want to thank you for your very fair and impartial comments upon some of our advertising in December SPATULA. Your opinion and advice will be of assistance While too busy to write anything for your department for next issue, we will try to contribute something in the near future. In the meantime we send by same mail some specimens of our efforts in other lines. We devote some care to the distribution of our own almanac and believe it will pay retailers to do the same. We push our own preparations, at same time not failing to supply the demand which others may create for theirs, but we are here to maintain the prestige and make friends for the L. D. Co, first, last and all the time.

Wishing you and the SPATULA a happy and prosperous New Year.

There is one part of this letter that I like and feel quite puffed up about and that is, "You have been of assistance to us." It is for this reason and for no other that reviews of advertising efforts are made in this department. Let's make this department full of reviews next month. An impartial review of your advertising effort not only helps you but every other reader, and so to make this part of the SPATULA of as much value to you as it is capable of being made, you must do your part by sending in samples of your advertising matter.

# Window Display.

Mr. Otto Wicke, who conducts several first-class drug stores in Brooklyn, lays great stress on his window displays and exerts every effort to make them good paying advertisements of his business. He does not hesitate over the expenditure of a dollar or two, if by so doing he can get his windows talked about in a way that sells goods. This is the sort of window trims that all druggists ought to have. They ought to put time and thought and effort into their window. A mere pretty arrangement of colored bottles will not do the trick. There must be a point to your window picture, just as much as there must be a point to your advertisement.

Upon request Mr. Wicke has sent to this department a picture of a window display re-



(Duplicate 50c., with the Spatula one year, \$1.25.)

cently used in one of his stores with profit. It is the intention each month to reproduce here some good window display that has actually been made. Every reader is hereby requested to send us a picture of his window display. This feature of this department makes interesting reading and adds to its practical value by way of suggesting new and usable ideas. We reproduce Mr. Wicke's window display as noted above on page 175.

By way of making clear all the details of arranging this, Mr. Wicke's explanation is appended herewith: "I secured from a pharmaceutical specialty house one of their frog costumes, which I stuffed with excelsior. Around the neck of the frog I placed a napkin to conceal the advertising matter there. In the centre of the window I placed a table, at the side of which was the frog seated in a chair holding an empty Malt Extract bottle in one hand and a glass mug in the other. On the table was another bottle of Malt Extract. The pose thus attained by the frog was that of the act of drinking. At the front of the table and in plain sight of every passer-by, I placed a plainly printed sign which read, 'Here's to your health.' Around in the foreground attractively arranged were a number of bottles of my Malt Extract. I found this display to be a good one because it sold Malt Extract."

A Good Folder. I have a folder submitted to this department by E. Farrington, Pharmacist of North Tarrytown, N. Y. It is impossible to directly describe this excellent bit of advertising in words. One must see it in order to take in its entire effectiveness. It is a sort of a threefold circular, printed in a vivid grass-green color way through, and on a good quality of linen laid paper. In size it is about 7 x 3 1-2 inches for the first two folds, and the third fold is of the same length but is only 23-4 inches wide. You will get from this description an idea of the form and shape of this circular. And too, these points thus far brought out are the strongest points of the whole effort. The printer has certainly succeeded in giving this circular a distinctive and inviting appearance, but I think the greatest effective-

ness is not obtained because of the evident attempt to be artistic in which he has succeeded so well. There are too many type ornaments and rules and a too large variety of type to make it as strong as such an effort should be. The great disadvantage of using as many different lines of type is that you do not present your story in the strongest readable form.

The things mentioned in this advertising are "Nature's Cough Remedy," "Creamal Lotion," "Laxative Cold Tablets" and "Throat Tablets." The arguments are fairly strong and every subject is emphasized with an appropriate illustration, either of the package itself or something relevant. This is easily the best bit of advertising sent out by a retail druggist that I have yet seen. By best I mean the sort calculated to secure results. It is on this basis alone that I attempt to criticise any advertising effort. What matters it how a circular looks or what it says if it secures results, but bear in mind this is no argument why it would not have been a better paying investment if it had been worded and arranged differently.

I would like to have every reader of this department see a copy of Mr, Farrington's effort. I believe that it will give them an idea how to make their own advertising stronger. If stamps to pay for mail charges are enclosed, I feel certain that Mr. Farrington will grant all requests for a sample of his folder.

# Advertising Literature.

The Show Window (monthly), \$2.00 per year (with Spatula, \$2.50); ao cents per copy. 1130 Caxton Building, Chicago. Printers' Ink (weekly), \$5.00 per year (with Spatula, \$5.00); so cents per copy. New York.

Advertising Experience (mouthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. Irving G. McColl, editor, 1526 Merquette Bullding, Chicago.

Art in Advertising (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. H. C. Brown, editor, New York.

The National Advertiser (weekly), \$2.00 per year (with the Spatula, \$2.25). Per copy, 5 cents. New York.

Fame (monthly), \$1.00 per year (with Bpatula, \$1.75); 10 cents per copy. New York.

Pame (monthly), \$1.00 per year (with Spatilla, \$1.75), to eents per copy. New York.

Advertising World (monthly), 35 cents per year (with the Spatula, \$1.00). Columbus, Ohio.

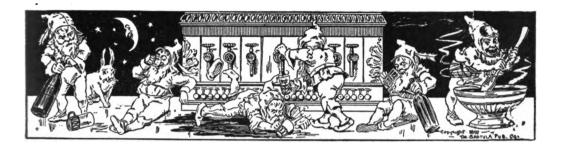
The Ad-Writer (monthly), \$1.00 per year (with Spatula, \$1.75). St. Louis, Mo.

Advertisers' Guide, (monthly), 25 cents per year. New

Market, N. J.

Advertising Success, (monthly) \$1.00 per year, (with Spatula \$1.50) New York.

Profitable Advertising (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cents per copy. Kate E. Griswold, editor, Boston.



# The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

# EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White The Spatula, Boston.]

# Buying Supplies for the fountain.



HERE is no more important part of the soda water business than the buying of supplies. It is an important part, if not the most important part of the business.

To become an experienced buyer takes time and embodies many qualities. First, one must understand the nature of the goods he buys. In the case of fruits and juices, he must have some knowledge of the various methods by which they are prepared and the most thorough knowledge of the odor and taste of the crude product. One must be fairly well posted on prices of various makes of goods and also upon their relative strength. One must have a knowledge of the result to be obtained and the means of obtaining it.

More, a man should be thoroughly practical. While this may not be a necessity, and many good buyers do not have a chance to look into the details of the business, still it is a great advantage and the man who can fill both positions well, is one who finds himself advancing rapidly in his business.

The proprietor, manager or dispenser, who has upon his shoulders the task of selecting the year's supply of goods has much to think of and especially at this time when most of us are about to put in our supply for 1900. A few words along this line may not come amiss to those who have not yet had a chance to learn fully all of the details of buying.

The first question to be settled is what drinks are we going to serve during the coming season? Look over your list, there are many of them, perhaps, that have not shown any indications of being good sellers. Cross them from the list. Next we must bethink of some new ones to take their place, if we have not done so. The method I pursue in the selecting of new drinks is to make a note of the new formulas that come to my notice during the season, and select the ones I think will best suit my trade for use during the next.

We must not neglect either to note somewhat of the doings of our neighbors, at least so far as to note if there is any special drink on which they are making a run and which it will be profitable to add.

Having decided upon the supplies then, that we are to need, the next question is how much are we to buy. The man who can so calculate the year so as to buy enough and still not have too much left over, has certainly a good knowledge of his business.

The question of deciding which make of goods to buy is a harder question than the others, perhaps still not such a difficult one as it may seem. We must know which, if any, of our goods are giving poor satisfaction. I never advise a man to change any drink when that drink is giving perfect satisfaction. Here is where a dispenser has much advantage over the buyer who is not. He knows every drink and just how it satisfies the customers. I have a motto that I think a good one to follow. "Never think a formula perfect until the public praise it." The mere fact that a drink is good and satisfactory and no one complains, does not make it what it should be. Have a drink that they will praise, then you have reached the point where you may rest content.

Until that point has been reached, it is well to be on the outlook for something better than that which we are using. I do not mean to say that a drink must be such as to please everybody, that were impossible even if we were to try, but every flavor can be brought to that point where nearly every one will say they can find nothing better anywhere nor nearly as good in many places.

There is no reason why you should not have a good, if not better, than any of your competitors if you will only buy good goods, and for good goods you must pay good prices, for in these days I find that we can not get something for nothing and on the contrary good goods cost much more than the inferior ones, but pay in the long run. When a salesman begins his year with how much cheaper his goods are to use than any one elses, I almost invariably dismiss him with a few words

which are to the effect that I am not looking for cheap, but good goods. Even if I stop to examine his line, it as a rule proves to be an inferior one.

Further, it does not follow that because a firm makes a good raspberry, that their strawberry is equally as good, in fact I have found in more cases than one that a firm, as a usual thing, have some one flavor that is extra and on the merits of that sell the others.

One has to select the good from each firm and in course of time he will have things just right, this will, however, take more years than one. It is not supposed that any one begins to buy goods who has not had more or less experience in the business, and has some experience with the goods he is to buy.

It is not a good plan to change too often, I always stick to one make of a flavor right through a season unless I find it too absolutely useless, which is not likely to occur nowadays if one uses any kind of judgment in selecting goods.

It is not a good plan to be continually going from one thing to another, because people notice these things very quickly. You must aim to always have a drink the same and once you find an article that gives satisfaction



(Duplicate 50c., with the Spatula one year, \$1.25.)

stick to it until the time comes when it fails to come up to the standard of its excellence.

It is hardly necessary to put in a word of caution against the use of extracts in place of fruits juices or syrups, for nowadays no one who makes any claims to being up to date uses them. I should like to take up each of the principal flavors and discuss it thoroughly, but space does not permit me to do this and I have only intended this article to hint at the points to be considered.

Personally I do not believe in having too many flavors, better have only a few and have those few good than to have a great many and have none of them especially fine. One drink which no one else in your town can equal for excellence, will give you more advertisement than the longest list that was ever offered for sale.

The question as to which of the many drinks that are being put on the market from year to year, it is best to buy, is one that puzzles the best of us. I find, as a rule, that it is well to let the others do this unless I can see some real merit in the drink or when I can see that the methods of advertising are such as will bring good results. I do not myself believe in advertising any firm until they have demonstrated, as the Coca Cola Company have for instance, that they have come to stay, then I help them in every way I can, for in helping advertise their drink I am helping myself. The art of buying does not end here with securing a line of fruits, juices and extracts, but continues through the year.

During the summer the marketing takes up much time and thought. One has fresh berries to buy and also other fruits. The careful selection of lemons and oranges. knowledge of the different fruits comes into Some have good flavor, some have poor. The good buyer must be well aquainted with the goods he is selecting.

If you are aiming to make a success of your calling, learn how to buy good materials. Do not be afraid to spend a few cents more on a good article, for it pays better in the long run. A poor drink hurts you more than any one other thing I can think of.

We must have good flavors and they must be served properly, for good syrups poorly handled are of little account. Let us determine during the coming year to have our fountain as nearly right as we can and commence by buying only the best flavors, and I am sure the receipts for the year will be more than satisfying.

### What and Where To Buy.

EF In zending for circulars or catalogues to any of the firms below mentioned, mention The SPATULA. The favor will be appreciated and it may help you, as it will show you are a live, wide-awake druggist and mean business.

Pountains—Robert M. Green & Sons, 1413 Vine street, Philadelphia. Fountains-Chas. Lippincott & Co., Arch street, Philadel-

Tumbler Washers-L. L. Rowe, 24 Portland street, Boston. Ics Cream Cabinets-Bradley Mig. Co., New Haven, Conn. Lemon Squeezers, Milk Shakers, etc., Erie Specialty Co.,

Lemon Squezers, Dium Smantrs, etc., Lemon Squezers, Dium Smantrs, etc., New York & Boston. Stene's Paper Jules Straws—M. C. Stone, 1218 F street, N. W., Washington, D. C. Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 8: High street, Boston, N. E. agents. Phillips Fromtain Chocolate—The Chas. H. Phillips Chemical Co. 27 Pine street. New York.

Gem Ice Cream Spon—Geo. S. Butler & Co., Troy, N. Y.

Aromatic Tincture of Orange—Weeks & Potter Co., Boston, Mass.

Soda Claret, Champaigne Soda, etc.—Duroy & Haines Co., Sandusky, Ohio.

Soda Checks, Soda signs, sign-making outfits, Soda Guide The SPATULA, Boston. (in preparation).

# BOILED DOWN.

Can't get along without the SPATULA. It's boiled down just when a busy druggist likes CHAS. F. BROWN.

Cortland, N. Y., Dec. 21, '99.

### EAGERLY WELCOMED.

Enclosed please find money order for which please send SPATULA to this address for one year (1900). We often get copies of the SPAT-ULA here, which are laid aside for me, as are other drug journals, but I never welcome any as eagerly as I do the "Little SPATULA." am now going to add it to my own private PHILIP S. HEINSLER. library.

Chemist to Emerson Drug Co. Baltimore, Md., Dec. 19, '99.



A PANTOMIME,

#### Books, Catalogues, Pamphlets, etc.



Many concern publishing matter of especial interest to our readers is invited to inform us of the fact that it may be properly chronicled in this department.

A very handsome calendar reaches us from Messrs. Thos. Christy & Co., of London, Eng. It is made of twelve pages each in colors representing a scene from one of Dickens' novels.

Ayer's Almanac for 1900 is a good one with which to wind up the century, as it is decidedly the best of an excellent series.

A very handsome booklet reaches us from the Alpers Pharmacy, New York. It is an excellent specimen of what a booklet of this kind should be.

Not one of us but has wished to change places, and in the January Cosmopolitan, the brilliant Edgar Saltus writes on "The Delights of Trying to be Somebody Else" in a manner that makes the folly of the almost universal wish excusable and even commendable. The article is heavily illustrated with pictures of people who for the time being have

The publishers of the Bookman, New York, announce the appearance in the March issue of the first instalment of a novel from the pen of Professor John Uri Lloyd, entitled, "Siringtown on the Pike," the story to run through ten numbers. Pharmacists are especially interested in this enterprise, since whatever profits may come from it to the author will be devoted to the Lloyd Library, exactly as in the case of Etidorpha. This novel, it is predicted, while pre-eminently an addition to a distinctively American literature, will insure for its author a foremost place among American novelists. The subscription price of the Bookman is \$2.00; it may be had by those desiring to read Prof. Lloyd's story with the SPATULA one year for \$2.60.

#### "PERILOUS."

I compliment you on issuing the only drug journal that makes any pretence to up to date "Art Printing." Your "lines" are well "leaded," the type is an excellent face and "calendar paper" is an artistic innovation, in which I think you stand alone. Good for you 'tis a perilous, but a courageous and artistic advance in drug journalism. EBIN R. SMITH.

Ipswich, Mass., Dec. 28, '99.

#### Mhat's New.

Manufacturers, whenever putting novelties of interest to the drug trade upon the market, are requested to send us circulars that we may make, free of charge, illustrated announcements in this department.

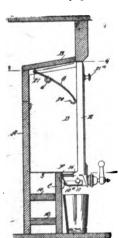
#### TOOTH BRUSH.



Patented by Francis A. McGinniss, Detroit, Mich. Claim: "In a tooth-brush, the combination of a brush-head provided with a longitudinal passage-way and with outlet-openings therefrom into the brush, a reservoir having a passage-way arranged to register with the passage-way in the brush-head, a valve closing said passage-way and actuated by a stem connected with the cap closing the end of the reservoir, and a spring-actuated packing-gland in said cap."

#### SYRUP-JAR.

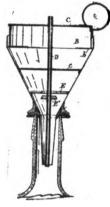
Patented by John Ormerod, New York, N.



Y. The fifth claim reads: "The combination, with a syrup-jar, a dispensing-faucet for said jar, trunnions projected from opposite sides of said dispensing-faucet, and buttons located on said jar, of a U-bracket having open bearings to receive the trunnions of a dispensing-faucet, said bracket being arranged for attachment to a support, and a bail likewise adapted for attachment to a support, the bail having detachable and

sliding connection with said buttons on the jar."

#### AUTOMATIC FUNNEL.



Patented by Charles W. Wurster, Ithaca, N. Y. Claim: "The combination in an automatic funnel, of the funnel-body, a washer on the funnel-body to rest upon the mouth of the bottle, a vertical, longitudinally-movable air-tube within the funnel-body, a valve on the said tube, a diaphragm containing the valveseat, means to adjustably support the said

tube, and a handle connected to the upper end of the tube."

#### POWDER BOX TOP.



Patented by Ira G. Leek, San Francisco, Cal. Claim: "The combination of a cylindrical container, a cylindrical neck extending from one end thereof, a trough open on one side and the other side being of cylindrical curvature to slide snugly within the cylindrical neck, and a transverse wall closing the end of said neck above said trough and preventing the trough from revolving on its axiin the neck."

#### JUST THE THING.

This is the time of the year when a remedy that can be warranted to cure pneumonia and diphtheria is sure of a large sale. Teulon's Magnetic Rubefacient, manufactured by the Rubefacient Co., Newton Upper Falls, is such a remedy and no druggist can afford not to have it in stock. A sample, together with a yard or two of testimonials of the wonderful cures it has wrought, will be sent by the manufacturers on receipt of ten cents.

#### STILL GOING UP.

The National Flint Bottle Manufacturers' Association is sending the following letter to the trade:

Gentlemen: The commerce of the country was never so active and so prosperous as at the present time. This condition has brought about an era of extraordinary advances in the cost of raw materials used in the manufacture of glass bottles and packages. Within the last nine months soda ash, the principal and most expensive ingredient, has advanced 100 per cent. Lumber, nails, sand, lime and everything we use has increased from 40 to 100 per cent., as well as a very material increase in cost of labor. These values are so uncertain, and the probabilities of further advances so imminent, that we are compelled to permanently withdraw all quotations and to say that no prices we make now will hold for any definite time. We thus put our customers upon notice so that they can protect their interests by making timely and sufficient advances to their trade.

Yours very truly, National Flint Bottle Manufacturers Asso'n.

#### AN IMPORTANT NOTICE.

To the retail trade appears in our columns this issue, C. I. Hood & Co., have reduced the price of their Mammoth Size Tooth Powder to \$3.00 per dozen, thereby giving the retailer 100 per cent profit. The Mammoth Size sells readily for 50c. per bottle, because it contains three times as much as the 25c. size. C. I. Hood & Co.'s preparations, if figured on a dollar basis, now average less than \$7.90 per dozen, and with the 5 per cent discount on \$20 lots assorted, they average \$7.50 per dozen.

#### EXPERIMENTED WITH DRUGS.

An insight into the difficulties encountered by Charles Goodyear in developing the process of rubber vulcanization, and his indefatigable energy in pursuing his work to a successful termination, is gained from the fact that the distinguished inventor bought no less than 3,000 drugs and chemicals from the drug store of Theodore Metcalf, in Boston—a house still doing a prosperous business, by the way—for use in experimenting with crude rubber.

#### A GOOD OFFER.

Messrs. Fries Bros., 92 Reade street, New York, offer on receipt of ten dollars to deliver free anywhere in the United States, express prepaid, during February and March, the following collection: "I lb. oil wintergreen, unequalled by any other brand; I oz. rhodinoi II, replaces perfectly best natural oil of rose; I oz. heliotropine crystals, sachet formula; I oz. eau de cologne, sufficient for I gal. eau de cologne; 1 oz. vanillin "refined," sufficient for gal. or more strong vanilla ext.; I oz. coumarin, sufficient for 4 gals. or more strong vanilla ext.; 1 oz. antipyrine, guaranteed C. P.; 1 oz. resorcin med., lightest and whitest brand made. Quality and delivery guaranteed."

#### AN EXTRA PROFIT.

T. C. Wheaton & Co., of Millville, N. J., whose goods are well known throughout the East for their merit, are giving the retailer the jobber's profit on homeopathic vials. These people are the largest manufacturers of vials in the United States, and their remarkable offer should be tween advantage of at once. See their ad.

### C. H. GRAYES & SONS, ALCOH

ALCOHOL MANUFACTURERS AND ... WHOLESALE LIQUOR DEALERS,

35 Hawkins St., Boston, Mass.,

ACTUAL MAKERS OF ALCOHOL and COLOGNE SPIRITS.



#### The Drug Market.



HE new year opens auspiciously and promises to be unusually prosperous. Business in jobbing quantities continues of fair volume, and occasional reports of

transactions in a large way indicate that the latter are receiving increased attention. The general market reflects satisfactory conditions, and all recent advances in prices are firmly maintained. Many sensational advances have occurred during the past month, notably in carbolic acid, and the culmination of the advance is apparently not in sight.

Great Britain has prohibited the exportation of this article, and all available parcels have been picked up at advancing figures. Immense contracts were entered into earlier, and we are informed that deliveries will be slow, and in some cases, away behind. The market price, Jan. 22, was 40 to 45 cts. for 1b. bottles.

OPIUM is firmer, but only one of those markups which occur when necessary to the seller. There seems no foundation for a serious advance.

MORPHINE is firmly held at the advance of 15 cts. per oz., and large sales have been

# Eastern Drug Co.

SUCCESSORS TO

GEO. C. GOODWIN & CO., CUTLER BROS. & CO. WEST & JENNEY.



#### TWO STORES:

36 and 38 HANOVER STREET, 99 and 101 BROAD STREET.

(COR. FRANKLIN.)

BOSTON, MASS.

made; the mark-up came without notice.

CODEINE is likely to be advanced in sympathy.

COCAINE is still very high, but the price is firmly maintained. Crude material is very scarce, and a further mark-up is confidently talked.

MENTHOL, is a trifle lower and looks weak. It is lower abroad.

QUININE is firmer, owing to large sales for army purposes. A big enough demand will help out some anxious holders.

CHLOROFORM has been advanced 5 cts. per lb. owing to higher cost of material.

COD LIVER OIL is without feature; market is very dull, the unseasonable weather interfering with the demand.

QUICKSILVER AND MERCURIALS are without change, but distinctly firm.

NAPTHALINE has been marked up fully half a cent in a large way and is reported scarce. Contracts should be looked to.

INSECT POWDER is in somewhat better demand, and the outlook is for higher prices.

GLYCERINE is in enormous demand, and any concessions in price are eagerly seized upon, as it is recognized that the article is in a particularly strong position.

BALSAM FIR is higher, but other Balsams are practically without change.

ESSENTIAL, OILS—Anise is lower. Bergamot, lemon and orange, without special change. Citronella slightly lower. Wintergreen and wormwood are still high. Peppermint is still uninteresting.

SALICIN has had a further advance and is now held at about \$4.25 to \$4.50.

SALICVLIC ACID is firmer and a mark-up is again near.

SALICYLATE SODA is also higher.

Position Wanted by Expert Soda Manufacturer. One who understands the art of dispensing, the manufacture of syrups; the handling of fruits and fruit juices, the making of ice cream and water ices or sherbets, etc. In fact everything pertaining to the business. Understands the management of help, is an able buyer and capable of taking complete charge of fountain. Married,—sober,—industrious,—best of references, and will go to any part of the U. S. on a good contract. Address S. W. E., SPATULA, 74 India Street, Boston.

VANILLIN is lower.

BISMUTH is higher.

IODINE AND IODOFORM—Slightly lower.

IODIDE POTASSIUM-Weaker.

CITRIC ACID will soon be higher.

Pyrogallic Acid is up 25 cts.

CAMPHOR—The market looks as though on the verge of an advance. The crude market abroad is higher.

Roots—Ginger, lower. Ginseng still high. Goldenseal, scarce and high.

SEEDS—Flax is very high, higher than for a long time, and the market is very firm. Hemp, rape and canary are firm.

Jan. 23, 1900.

#### GENERAL INFORMATION published monthly a

Binghamton, N. Y., tells annual subscribers where to purchase any class of mall order goods from the manufacturers. Gives a list of mail order frauds, with names, addresses and description of same. Subscription, \$1.00 per year; four months on trial, agc.; Sample, 10c. None free. Advertising rates, 10c ents a line. No discount for time or space. Agents wanted, who must enclose 10c. to get a sample and terms.

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VELOX for permanency.

VELOX for uniformity.

VELOX for simplicity.

VELOX for artistic effects.

Velox Unexcelled.

PRINTS DAY OR NIGHT. NO DARK ROOM.



sole manufacturers, Nepera Park, New York.

Chicago Office. 35-37 E.Randolph St.

Order from your dealer, and if he does not fill your order WE will.

Refuse to accept Velox not in original packages bearing our trade-mark.

#### Gaduol (Alc. Ext. Cod-Liver Oil, MERCK)

Contains the alterative constituents of the oil without the fatty matter. Merck's Digest No. 4 presents formulas for palatable mixtures of Gaduol.

#### Tannalbin (Exact, KNOLL.)

Anti-diarrheal. Free from the usual disadvantages of lead, bismuth, and silver salts. May be had as powder or in 5-grn. tablets.

#### Ichthalbin (Ichthyol Albuminate,)

An odorless and almost tasteless powder. Employed instead of ichthyol wherever the latter is indicated internally. Two forms: Powder and 5-grn. tablets.

#### Largin (Silver-Protablin, LILIENFELD)

Bactericide and astringent; used in gonorrhea and infectious eye diseases. Largin contains 11.1% of silver.

#### CREOLIN-PEARSON.

(Seponified Coal-Tar Creceote.)

The Ideal Disenfectant, Deodorant, and Germ-Destroyer.

Window Advertising and Booklets free on request.

#### Thiocol (Guaiacol-Sulphonate of)

A water-soluble form of guaiacol. According to the U. S. Dispensatory (18th ed., p. 1675), guaiacol acts "by forming compounds in the blood with the toxic by-products of the tubercle bacillus and aiding their elimination."

Thiocol is employed in phthisis, chronic coughs and chronic catarrhs of the gastro-intestinal and genitourinary tracts. Three forms of Thiocol are on the market: Powder; 5 grn. Tablets; and Syrup (with working formula on every label) containing 5 grn. Thiocol in a fluid dram.

#### Dionin (Ethyl-morphine Hydro-)

Cough sedative, antispasmodic, and analgesic. Prescribed in the treatment of bronchial and phthisical coughs, and for combating pain in gynecological cases; also in chronic morphinism. Dionin may be had in powder form or in ½ grn. tablets.

#### **Orexine Tannate**

(Phenyidihydroquinasoline Tannate, KALLE)

An efficient appetizer and gastric tonic. Orexoids (4 grn. tablets of Orexine Tannate under the label of Merck & Co.) are on the market as well as the powder form.

LITERATURE ON REQUEST.

MERCK & CO., UNIVERSITY PLACE, NEW YORK.

#### Advanced Drices.

The Florence Manufacturing Co., Florence, Mass., are writing their customers: "For the first time in thirty-four years we are obliged to withdraw all present prices and terms. The constantly increasing advance in cost of raw material compels us to do this, yet great care has been taken to make all advances as reasonable as possible."

Walter F. Ware, Philadelphia, manufacturer of the Mizpah rubber goods, has notified his customers of an advance in price.

The Hazel Glass Co., Washington, Pa., has withdrawn all former prices and made them subject to change without notice.

The United States Glass Co., Pittsburgh, Pa., writes: "We herewith withdraw all present prices and make them subject to change without notice. All orders received on and after Jan. 1, 1900, will be shipped at prices and on conditions then prevailing."

#### "Rub It In."

The above expression is another of those happy phrases that have done so much to popularize certain articles. It at once suggests Minard's Liniment and nothing but Minard's Liniment. The manufacturers of this preparation have been very successful in their advertising ideas, and as a consequence there is a constantly increasing demand for the goods. The firm, moreover, has always been friendly to the druggists and has always believed in doing all possible to help them in selling the liniment.



#### Compressed Tablets.

The old established firm of R. K. Truitt & Son, of Salisbury, Md., has removed to new location on Main street in same town. Their new store is fitted with oak fixtures, including a handsome soda fountain from Robert M. Green & Sons, Philadelphia.

Messrs. H. Planter & Son, 224 Williams St., New York, have sent out a new price list of goods emanating from "Planten's American Medical Capsulary and Laboratory." Every pharmacist should have one, as it is impossible to keep shop without the goods of this firm.

The Farbenfabriken of Elberfeld Co. have recently secured a large number of injunctions. Among those against whom injunctions have been granted are: Dan A. Fletcher, of Dayton, O.; Lewis Eickengreen and Wolf Fletcher, of Cincinnati, O.; and William S. Downing, Springfield, O.

David P. Schindel, of Hagerstown, Md., is extending his soda water counter, and has ordered a fine 16-syrup onyx fountain from Robt. M. Green & Sons. This is his second apparatus from that house. Mr. Schindel is young, energetic and successful, and has built up a nice business through sheer merit.

The reports that are being received from various parts of the country that the petition to Congress requesting a repeal of the Stamp Tax on medicines is awakening general interest. They are not only being signed by druggists and forwarded to members of Congress, but the signers are calling on their Congressmen, writing them personal letters and in other ways bringing forcibly to their attention the injustice of the law and the desirability of securing its repeal.

#### TEULON'S MAGNETIC RUBEFACIENT

The only remedy warranted to CURE Pneumonia and Diphtheria is still manufactured. The retail trade supplied by

FULLER, FULLER & CO., — LORD, OWENS & CO., Chicage, ILL, And other leading Wholesale Dealers throughout the country.

Send 10 cents for sample to

RUBEFACIENT CO., Newton Upper Falls, Mark.

#### The Lloyd Library.

The importance of the Lloyd Pharmaceutitical and Botanical Library of Cincinnati is beginning to be fully realized, not only in this country but by European representatives of pharmaceutical and botanical science as well. Flueckiger, who was so well versed in the history of drugs, some years ago was astonished at the number of rare works which the Library even then contained. He considered it a wrong that such a valuable collection should remain in this country and pleaded that it be deposited with some German university where its treasures could be consulted by the scientific students flocking to these centres of learning from all parts of the world. Some of the rarest treasures of this Library are now to be made accessible to students in general, and the German historian may soon be able to peruse the Materia Medica by Barton, or Peter Smith's Dispensatory in his own country if he but chooses. On another page (p. 53) will be found the announcement by Messrs. J. U. and C. G. Lloyd with reference to reprints of some of the rarest representatives of their collection in the form of Bulletins of the Lloyd Library. American students will welcome the publication of these bulletins as heartily as their European confreres. The Lloyd Library has always been exceedingly liberal in placing its books at the disposal of those who desired to use them. With the issue of these bulletins, however, it will enter upon a new era of usefulness. That these bulletins will be greatly appreciated, there can be no doubt.

#### ILLUSTRATED ADS.

For ten cents the SPATULA will send to any of its readers thirty-two illustrated ads. designed and written especially for druggists. They are all ready to be sent to your local paper, needing only the addition of your name and address.



# The Successful Druggist

A GOOD THING.

OUALITY RIGHT, OUANTITY RIGHT.



PRICE RIGHT, PROFIT RIGHT.

RUB IT IN.

For 25 Years

\$1.75 PER DOZEN. .25 " BOTTLE.

Always sell the best, MINARD'S.

#### YLANG-YLANG OIL.

The shrubs from which this oil is obtained grow only in the suburbs of Manila, which has been the principal scene of operations of the American army in the Philippines. The soldiers have been compelled to cut the shrubs away to facilitate the movements of troops. It will take at least two years to grow new plants from which a crop of oil can be extracted.

#### MARINE GOLD.

A provisional patent has just been granted by the British Government for the extraction of gold from sea water. The patentees say they have discovered a combination of chemicals which will precipitate not only the organic matter in sea water, but also the gold, without the use of electricity. A min-analysis certifies that a sample of sludge, representing fifty gallons of water, contained 0.150 grains of gold.

E Send in your questions, we don't know everything, but we have facilities for finding out a great deal.

#### A RECENT CASE.

Ferdinand Roth, a New York butcher, cut his left thumb, some time ago, and went to the drug store of Arnemann & Behrens, on Eighth Avenue, to have the injury treated. A clerk put a rag soaked in a solution of carbolic acid on the cut and gave him another bottle of stuff, a half dozen drops of which were to be put on at stated intervals. The thumb became inflamed and had to be amputated, and Roth sued the drug firm for \$1,000 damages. A few days ago it was moved to dismiss the complaint in the Supreme Court on the ground that only licensed physicians can practise medicine, and that druggists are not so licensed. The Judge took this view of the case case and dismissed it without writing an opinion.



#### BE BUSINESS-LIKE.

The Book-Keeper is a handsome illustrated magazine of 200 pages for Business Men. No up-to-date druggist can afford to be without it. It will save him many times its cost. Subscription only \$1.00 per year.

per year.

Stronger stamps will bring a trial subscription for three months. Address exactly: The Book-Keeper, 8A Buhl Block, Detroit, Mich.

### UR 20TH GENTURY GATALOGUE

Of Druggists' Lithographed Labels, B Blanks and Stationery is now ready for distribution, and will be followed within a few weeks by our new Catalogue of Druggists' Pill and Powder Boxes, illustrated in six colors.

Both editions are the most complete ever issued. No first-class pharmacy should be without these two catalogues. Sent by express, prepaid, to responsible parties contemplating purchases in our line.

#### .. F. HUHN, ..

AMERICAN BOX AND LABEL FACTORY.

72 & 74 PINE STREET, NEW YORK, and st to 94 TEMPLE STREET, NEW HAVEN, CONN.

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#### WHAT IT'S FOR.

In one form or another the question is constantly being asked, "What is the N. A. R. D. for?" Much of the correspondence that goes out from the national Secretary's office relates to this question. The following is a sample reply: "You ask in your letter the 'object of forming an organization.' To answer briefly and directly, the main object is to put money into your pocket and the pockets of the other druggists of your country, by saving their business from impending demoralization. If this department store at ---- keeps on doing business it will not be long before the druggists of your own town will find their revenues diminishing perceptibly and it is this we would like to prevent. It is difficult to conceive how any question could appeal to you with greater force."

E. H. Fienhold, 13th and Morris streets, Philadelphia, has installed a complete new outfit and has an up-to-date store in every particular, including a fine onyx and Jasper soda apparatus from R. M. Green & Sons. His fixtures are of golden oak and heavy plate glass. Mr. Fienhold makes a specialty of prescriptions, his store being in the quiet, retired south central private residence section of Philadelphia.

A law has been passed by the Australian Legislature taxing all married couples livir g with their mothers-in-law, \$900 if residing with the husband's mother-in-law, and \$120 if with the wife's. This is decidedly strange and ludicrous, but it is a serious thing, after all, for the couple. Invalids, whether married couples or methers-in-law, should use the G. O. Taylor Old Bourbon and G. O. Taylor Pure Rye Whiskies. They are pure and beneficial. Physicians recommend them. Licensed dealers generally sell them.

Look at the label and over the cork for our firm name. Sealed bottles only. CHESTER H. GRAVES & SONS, Sole Froprietors, Boston, Mass.





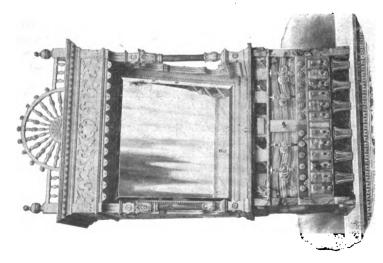
24 Portland St., . Boston, Mass.

#### IN PELZER.

Pelzer, S. C., is a manufacturing town of 7,000 inhabitants, without a local newspaper. The government is vested in Capt. John Smythe, who is untrammelled by anything in the shape of a board of aldermen. The captain is the head of the manufacturing corporation which owns the mills. He is willing that the people should receive newspapers by mail, but he objects to a local journal because "local papers publish a lot of gossip, and gossip is always more likely to breed mischief than good." Lawyers, saloon-keepers and actors are kept out of the place.

#### THEIR NEW FACTORY.

Messrs. Billings. Clapp & Co,, Boston, have practically recovered from the effects of their disastrous fire a year ago, and are now occupying their large and handsome new factory, a beautiful illustration of which is printed on the last page of our cover. The plant is one of the most complete in the world. The firm is now in a position to ship every order, except for special preparations, within twenty-four or forty-eight hours after its receipt.



# EASY TERMS TO ALL.

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# Solomon Said

"There is a time for everything". He names about 40 different "Times", a time to live and a time to die; a time to be sad and a time to be glad, etc., etc. — we forget the others. He did not say there is a time to

# Raise Prices

but if Solomon were living now, and saw the freedom and ease with which Trusts are taking advantage of the present era of prosperity to manipulate prices, he would have said the time to buy a soda fountain is

# <u>}</u>

while Green & Sons' rock-bottom hard-times prices still prevail. Yes, and he would have urged several other reasons for buying now, before prices of fountains are raised—such reasons as no money to pay until Spring, and sure delivery in time to catch the best paying days of next season,—the first warm days of early Spring (those of our readers who have waited the arrival of a new fountain while their competitors were drawing soda and "coining nickels" will appreciate this latter at its full worth.

# Send for Catalogue

of elegant designs if thinking of buying a soda fountain or exchanging your present fountain, and for our

# **lliustrated List of Seconds**

if you want to "make a show" at small cost, or are "doubtful whether soda would pay", and don't care to invest much money to try the venture.

# ROBERT M. GREEN & SONS,

Traveiling Salesmen in all Bastern and Middle States, who will be glad to call on parties contempiating ordering. Address, Philadelphia Office.

Factory and Onyx Works, 1413 to 1419 Vine Street, PHILADELPHIA, PA.



#### HOMEOPATHIC VIALS

-AT----

#### MANUFACTURERS' PRICES. •

UP TO ONE DRACHM SIZE, . . . 45c. per gross. TWO DRACHM SIZE, . . . . 50c. per gross.

Our Vials are heavy and good finish. Sample Mailed if desired. . . . . .

T. C. WHEATON & CO., Migr. Druggists' Prescription Ware.

MILLVILLE, . N.

#### 100 Per Cent. Profit.

In order to encourage the sale of the Mammoth Size of Hood's Tooth Powder, and give to the retail trade an excellent profit, we have reduced the price to \$3.00 per dozen.

If you will call the attention of your customers to the fact that the Mammoth Size contains three times as much as as the 25c. size, you can sell a large quantity of it at 50c. per bottle, and make 100 per cent. profit.

Will you order a supply to-day?

C. I. HOOD & CO.

#### BOTTLE STOPPERS.

COLLAPSIBLE TUBES.

Pill Machines

Pill Compressors.

Suppository and Bougie Moulds.

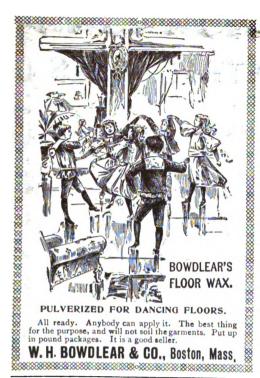


Metal
Syringes.
Breast
Pumps.
Collapsing
Drinking
Cups.
Caps for
Screw-neck
Bottles.

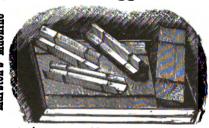
Order from your wholesale dealer.

A. H. WIRZ, 913 TO 917 CHERRY STREET, PHILADELPHIA, PA.

NEW YORK Representative, FRANK P. WISNER, 101 Beekman St.



#### Up-to-Date Druggists use



They not only save time and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

| Numbers. | Price<br>per 1000 | Size<br>when folded.             |
|----------|-------------------|----------------------------------|
| I        | .30               | 13% x 5%                         |
| i        | -40<br>-45        | 2 7-16x %                        |
| 4        | -48<br>-50        | 2% x %<br>2% x 1 1-16            |
| ş-B      | .50               | 276 X I 1-16                     |
| 6-B      | .70<br>.70        | 3 3-16x3 13-16<br>3 3-16x3 13-16 |

Estimates for any size and quantity furnished upon application. Special con-tracts made with large man-ufacturers of Rochelle and

Headache powders.
Samples sent FREE on application by mentioning THE SPATULA.

For sale by all wholesale druggists and dealers in druggists' sundries.

A. L. SOUTHER, Gen'l Agent. 73 GREEN ST., BOSTON, MASS.

#### "How to Become Registered."

A guide teaching you plainly how, when and what to study to pass the State Board Examination successfully. Postpaid, 50c.; with THE SPATULA one year, \$1.10.

#### \*\*\*\*\*\*\*\*\*\*\* CORKS! CORKS! CORKS!

WRITE us for Samples and Prices.

OUR GOODS ARE CUT FROM ONLY FINEST GROWTH OF CORK BARK, IMPORTED AND SELECTED BY US.

#### American Cork Co.

67 BLACKSTONE ST..

Boston, Mass.

\*\*\*\*\*\*\*\*\*\*\*\*

#### DRUGGISTS' EXCHANGE.



Any paid-up subscriber to the Spatula may have inserted one time in this column free of charge, a notice of four lines calling attention to any article which he may wish to sell or exchange with a fel-low druggist. Others may have similar notices inserted on the pay-ment in advance of 50 cents per issue. Each additional line 10 cts.

FOR SALE .- Solid Ash Drug Store Fixtures, Puffer fountain nearly new, shelf bottles, show cases, etc. Address, F. E. TURNER, Willimantic, Conn.

#### FOR SALE.

FOR SALE.

1 Bausch & Lomb Microscope, Model F. 1 plain ocular. 1 micrometer ocular. 3-4 in., 1-5 in, and No. 10 oil immersion objectives. Triple nose piece. Abbe condenser. Plain disphragm. Extra glass stage, with alide carrier. Staining reagents, including dropping bottles with Loeffler's methylene blue, Gabbett's blue, carbol fuchsin, Gramme's solution, Ehrlich's triple blood stain, cedar oil, Canada balsam. 1 box mounted pathological slides. Cornet's forceps. Plain slides and cover glasses. All in perfect condition. (Catalogue price, \$118 on etc.) Price. \$65,00 cash. \$118 00 net.) Price, \$65.00 cash.
Address SMITH BROS., Revere, Mass.

#### FOR SALE.

1 Bausch & Lomb microscope, Continental model. 2 oculars. 3-4 in., 1-6 in. and 1-12 in. oil immersion objectives. Triple 3-4 in., 1-6 in. and 1-12 in. oil immersion objectives. Triple nose piece. Abbe condenser. Iris diaphragm. Staining reagents, including dropping bottles with Loeffler's methylene blue, Gabbett's blue, carbol fuchsin, Gramme's solution, Ehrlich's triple blood stain, cedar oil, Canada balsam. 1 box mounted pathological slides. Cornet's forceps. Plain slides and cover glasses. All in perfect condition. (Catalogue price \$132.00 net) Price, \$75.00 Cash.
Address SMITH BROS., Rever Mass.

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# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scattering about counter

FREE

We also print your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

# Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. —17 cts. profit on each bottle if bought in 3-doz. lots.

1. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.

#### A Hot Soda Booklet

will help stimulate the Hot Soda trade. If you hav'nt the time to get up a good one yourself, send me the facts in the case and a list of the drinks you serve and I will write for you an eight-page booklet, direct the printing, and correct the proof for

\$3.00, Cash With Order.

#### Hot Soda Advertisements

suitable for newspaper use and other mediums. Six of them, to the point, bristling with argument, strongest typographical display indicated, and of the sort calculated to arouse the interest of the reader and get him into your store. Lack of time and inclination prevent the ordinary druggist from preparing the sort of advertisements he ought to have. I believe that I can help you. The six ads for

\$3.00, Cash With Order.

#### 100 Ads.

In book form, one ad on a sheet, all business bringers, sufficient copy for a year's advertising.

\$1.00 postpaid.

#### Henry M. Graves,

**Drug Advertising.** 

227 Washington Street, Boston, Mass.

#### "54 Ideas.

For Window Display" will help you to have some "out of the ordinary" window trims.

50c. postpaid.

#### The WEEKS & POTTER CO., Boston.

++++++++++++++++++++++++++++++++++

Are sampling physicians with their new preparations:

ELIX. HYPOPHOSPHITES. W. & P.

Dexter XXX Whiskey

Ess. Pepsin, W. & P. .

and ·

Fld. Cascara, Arom., W. &. P.

QUINONA

Retail dealers are respectfully requested to stock the same in case they are called for. Any jobber will furnish them.

in Strength, Lightness and Beauty of Finish, Superior to all others.

Buy of Wholesale Druggists. MOUNT WASHINGTON BOX CO. PRESTON & MERRILL, Prop's. Boston, Mass.

When used, the stamp must be mutilated, besides being cancelled.

The Commissioner of Internal Revenue, on Dec. 1,

1 he Commissioner of Internal Revenue, on Jecus, 1899, issued an amendment to existing regulations for canceling revenue stamps, which is as follows:

"In all cases where a documentary stamp of the denomination of ten cents or any larger denomination shall be used for denoting any tax imposed by the act of June 13, 1898, the person using or affixing the same shall, IN ADDITION to writing or stamping thereon with ink the initials of his name and the date when affixed, MUTILATE said stamp by cutting three paralel incisions lengthwise through the stamp, beginning not more than one-fourth of an inch from one end thereof and extending to one-fourth of an inch from the other

"This provision shall take effect and be in force on and after Dec. 15



\*\*\*\*\*\*\*\*\*\*\*\*\*

We offer our handsome American Mutilator at only \$2.00, postpaid to any adddress . For a PRAC-TICAL cutter there is none better made.

A. E. CHADBOURNE & CO.

SPECIMAN CUT.

Rubber Stamp Makers,

East Cambridge, Mass.

Formerly at Sharon, Mass.

CATCH PHRASES & IDEAS. A little book worth its weight in gold

To All who Write Ads, Show Carda, Circulars or other Business Literature. The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent pou promptly on request. Address

The Advertising World, Columbus, Ohio.

"FOR HE DOTH GIVE US BOLD ADVERTISEMENT." "MORE LIGHT."-Geethe.



Write for complete Catalogue to

20 Clinton Place. New York.

By FRANK EDEL.

A treatise on the manufacture by retail druggists, of all kinds of compressed tablets, together with a large numb. r of practical formulæ. By mail, 25c.; with the Spatula one year, \$1.00.

## News and Opinions

National Importance

# The Sun

CONTAINS BOTH.

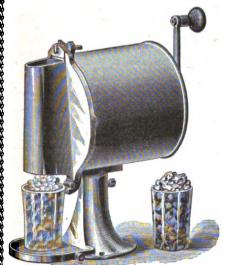
Daily, by mail, - - - \$6 a year
Daily and Sunday, by mail, \$8 a year.

#### The Sunday Sun

is the greatest Sunday Newspaper in the world.

Price 5c. a copy. By mail, \$2 a year
Address THE SUN, New York.

Webb's Ice Shaver and Crusher.



It shaves Ice as fine as snow. It crushes Ice in size of rains of sorn. The blades to both shaver and crusher are dijustable, so as to shave or crush either coarse or fine, as may be desired. The machine weighs about 16 pounds.

For sale by the jobbing trade generally



Yanay

THE PEOPLE WANT IT.

Xanax

IT GIVES A GOOD PROFIT.

Xanax

WRITE FOR OUR LIBERAL OFFER

It is the best remedy for Coughs, Colds, Asthma, Incipient Consumption, etc., that has ever been put upon the market. We have other remedies also that are quick and sure sellers, and give the dealer a good profit. Every pharmacist should send at once for our special offer to druggists. We make it an object to handle our goods.

The Xanax Company, 16 ARGYLE ST., EVERETT, MASS.

#### **OUR NEW TABLETS.**

Well Advertised—Demand Assured.

ANTIKAMNIA LAXATIVE TABLETS.
FIVE GRAINS EACH.



FAC-SIMILE-ENLARGED.

A Laxative Analgesic and Antipyretic.)

ANTIKAMNIA AND QUININE LAXATIVE TABLETS. FIVE GRAINS EACH.

FAC-SIMILE-BNLARGED

(A Tonic-Laxative, Analgesic and Antipyretic.)

ILLUSTRATED PRICERLIST

RPLETE



ONE SIZE ONLY.

#### The Antikamnia Chemical Co., St. Louis, U. S. A.

From all Jobbers—Ounce Packages Only One Dollar. Supplied direct on receipt of price when not obtainable from your jobber.

MA.GILL & Co. COLUMBUS, OHIO.U.S.A

AND DECORATED

MAKE THE BEST
SEAMLESS TIN

IN.THE . MARKET.

Sold at Factory Prices by the leading Whelesale Druggists and Druggists' Sundriesmen throughout the country.

cents will give you "Business," the business man's paper, a trial trip for three months. Deals with business matters in a practical manner. Edited by J. S. Robertson, for 8 years advertising manager Robert Simpson Co.'s large department store, and treats specially of advertising. The J. S. ROBERTSON CO., Mail Building, Toronto.

P. HANSON & CO.

Spanish Castile Scap, Powdered Scap, 218 STATE ST., BOSTON, MASS. 'The Standard Remedy."

# PLANTEN'S BRATED K C& COR BLACK CAPSULES.

CELEBRATED FOR UNIFORM BELIABILITY.

PLANTEN'S Pure Sandal CAPSULES

And its Various Combinations.
"THE PIONEER CAPSULE HOUSE."

H. PLANTEN & SON, Established 1896.

FILLED & EMPTY GELATINE CAPSULES, 324 William Street, New York.

#### ASEPTIC VACCINE.

PHYSIOLOGICALLY AND BACTERIOLOGICALLY TESTED.
(GLYCERINATED.)

IT is a noteworthy fact that manufacturers of vaccine have generally ignored those rules of rigid surgical asepsis which have been recognized for years as absolutely necessary when the physician desires to make a break in the healthy skin of his patient. As a result, septic infection after vaccination has been commonly met with in general practice. The object of the product now offered by us is to produce infection with pure cowpox, and to avoid the sores and sloughs which naturally follow the use of vaccine material carelessly prepared and often loaded with the organisms of ordinary pus.

Our Aseptic Vaccine is put up in sealed glass capillary tubes, each holding sufficient for one vaccination, in cases of ten tubes, and of three tubes, with small rubber bulb to expel the contents.

List Price, \$1.00 per Case, 10 tubes. List Price, \$5c. per Case, 8 tubes.

#### PARKE, DAVIS & CO.,

Home Offices and Laboratories, Detroit, Michigan.

Branches in New York, Kansas City, Baltimore, New Orleans, and Montreal, Que. Branch Laboratories: London, Eng., and Walkerville, Ont.

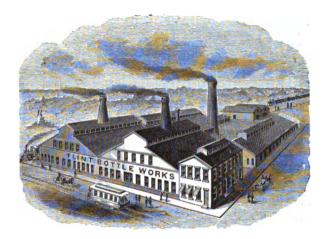
"No frilla; no flourishes. A plain-speaking, helpful journal for the hard worker."

#### The Ad-Writer

The paper that warms the cookles of the ad-man's heart—
a meaty and mighty independent sheet that gets at the kernel
of things and has no room for tommy-rot. You may not like
it—but wait till you see it. Sample copy. Ten Cents. Stamps
or Coin. Address,
\*\*THE AD-WRITER CO.,
\*\*St.00 for 12 mos.

O'riel Building, St. Louis, Mo.

### **GLASSWARE**



We are headquarters for all kinds of Bottles, Plain and Lettered Prescription Ware, Private Mould Ware in Flint, Green or Amber.

OUR prices are the lowest and our shipping facilities are unusual, as we can ship from stocks in Boston and New York, and direct from factories in Baltimore, Md., Philadelphia, Pa., Pittsburgh, Pa., Woodbury, N. J., and from factories in Ohio and Indiana.

WRITE FOR PRICES BEFORE ORDERING ELSEWHERE.

#### Druggists' Sundries. Rubber Goods.

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The Sponges are always on exhibition. If sponges are properly marked the case becomes a silent salesman.

a silent salesman.

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is on castors and can be easily moved.

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a customer without delay.

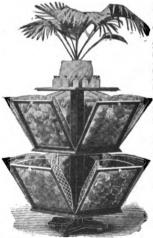
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This is, perhaps, a pretty strong way of bringing to your attention the fact that a man confined to a single line or system of education and observation is liable to be biased in his judgment, and often needs more than one, and, still better, several points of view in order to be as sure of his grounds as he often imagines he is.

I am saying this for two purposes. First, that I wish to make some comparisons and am offering my excuses in advance; and second, to show that one should be prepared and willing to look at a subject in all its bearings in order to arrive at the fairest solution.

Quite recently, I have had occasion to talk to two customers in regard to the cut-price controversy. One who was not a cutter announced his purpose of becoming such and asked me what I thought of it. I said: "It is not my province to tell you how you shall or shall not conduct your business. I would not like to see you disappointed, as I believe you will be, in your expectations of results. Because A, by having been a very large and liberal advertiser for the past fifteen years, as well as a cutter, has built up a flourishing business, you are apt to assume that you will fall heir to quite a large share of this trade as soon as you announce yourself a cutter. Following this, I cited instances where the same thing had been tried not only without success but even disasterously.

A few weeks later A, the cutter, said to me, "There is a movement on hand by the manufacturers to restore prices that is likely to largely affect my business." Replying, I said, "You seem to overlook the fact that for many years you have been a large and skilful advertiser, and if full prices were at once restored I do not believe it would affect the volume of your business ten per cent. in the next year."

Now, I have been developing trade-getting ideas along other lines, and am able to truthfully say that had the same energy, intelligently applied, been devoted to the building up of the business along these lines without cut prices nearly if not quite as satisfactory results might have been attained. As substantiating this, I will name three instances in which the conditions regarding locations were as nearly alike as they could be without being the same. Two of these were started as cut-rate stores and one has been developing trade under plans outlined by me. The latter is to-day an assured success with sales averaging about \$150 per day—and growing. One of the others has gone out of existence and the third is certainly no more than a moderate success from all outward indications.

These and many experiences coming under my observation lead me to believe that both the cutter and his non-cutting competitor overrate the advantages of cutting as an advertising medium. The cutter is usually an all-round persistent advertiser. He keeps his name constantly before the public, even if in no other way than to call attention to his cut rates. He is apt to believe it is the fact of cutting alone which draws patronage. In this he is greatly mistaken.

On the other hand, it is the fault of the old-time druggist that he has no well-developed scheme of advertising in any direction, where he should have one in all directions. He folds his hands and grumbles at conditions existing and sighs for past conditions, now never likely to return, when he could get all the trade he desired without extra exertion on his own part. Even now, well formulated plans will put him in touch with what he desires. I know how to direct him in his efforts; how others have succeeded; how he can easily double his present trade. It has been done in the case of hundreds under my direction.

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- 7-Many smokers buy their smokes here.
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- 14-Atomizers. All the wanted kinds.
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- 17—Soda water, bright, sparkling, cold, refreshing.
- 18-Richest novelties in toilet goods.
- 19-A big headache stopped for a little money.
- 20-Too hot to hurry. Rest at our fountain.
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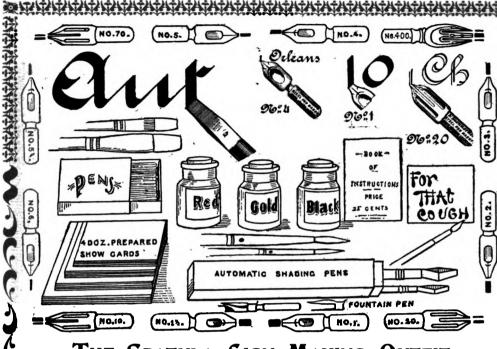
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"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. VI

Boston, february, 1900

No. 5

#### The Spatula

An illustrated magazine devoted to the business and protessional interests of druggists.

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Me Duplicates of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

#### An Invitation.



As its subscribers probably have surmised, the SPATULA has always had a special fondness for children. Its affection for them instead of decreasing grows with age and it desires to have more and more of them. As its sup-

ply seems to be limited, it extends an invitation to every druggist in the land to send it one or more of his own-not his little boy or girl by express but a good photograph of the child by mail. If this is done by a reasonable number of its readers, the SPATULA on its part will promise to run a series of halftone portraits of druggists' children. and if sufficient interest is taken to offer a prize for what is thought by competent judges the most beautiful picture. If the idea is ever carried out depends upon its subscribers and not upon the SPATULA—as it is ready to do its part at once.

#### Make Day,

Now that the sun of prosperity is shining is the time to make hay and for everyone to see that he is getting his share of business. Croaking and talking about poor times doesn't go now—what is needed is hustle and plenty of it.

#### H New Elixir.

The latest Elixir of Life is a serum, and it was discovered at the Pasteur Institute in France. It is claimed to act by supplying nutrition to the vital organs, and so preventing their degeneration. By its use a man will be expected to remain youthful in his energies and feelings for two to three hundred years. So say the reports, but the Professor who discovered the new elixir is saying but little.

#### Soluble.

A Russian chemist has found that copper is dissolved by an alkaline solution of gelatin, the copper going into solution as colloidal copper. The old rule that the metals are insoluble in water is being widely disproved, solutions of metallic gold, mercury and silver and now of copper, having been prepared quite recently. In all these the metals are in a very fine condition but are true metallic solutions.

#### homoeopathy.

The conception of a principle depends upon the point of view, and its definition will be according to its conception. So the following definition of homeopathy, which has been

adopted by the American Institute of Homœopathy and by the Homœopathic Medical Society of New York, is of special interest because it represents the homœopathic point of view. "I define a homœopathic physician as one who adds to his knowledge of medicine a special knowledge of homæopathic therapeutics. All that pertains to the great field of medical learning is his by tradition, by inheritance, by right."

#### Chose Orize Ohotographs.

Thus far we have received but comparatively few pictures in our photographic prize contest, which is to close at midnight, Mar. 15. Enough has come in, however, to show that an interest has been taken in the competition and that many of our subscribers are skilful and artistic photographers. There is still time, nevertheless, for others to enter the contest and to make it still more interesting. The particulars will be found in our Photographic Department.

#### Guess.

In our next issue we shall begin the publication of a new department which, we believe, will be of very great practical value to our readers, and which will be, we think, as the saying is, "worth alone the price of the subscription." In fact, we believe that each instalment will be worth that to anydruggist who can make use of it at all. Just what this department is to be about we will not disclose, as we prefer that our subscribers should become

a little curious about it. Shut your mouth and open your eyes and we will give you something to make you wise.

#### Don't Imitate.

There's always a temptation when a rival hits upon some taking scheme for attracting trade, to imitate it, either closely or remotely, with a view to sharing its benefits. It's a mistake to The scheme may be sound and shrewd, but to adopt it means to endorse and advertise your rival. The adage, "Imitation is the sincerest form of flattery," has been so thoroughly ground into the people that it is invariably accepted as bottom truth. If you cannot get up a counter-scheme altogether different, to fight for trade with, lie low and let the wave pass over. But don't help to advertise the other fellow.

#### Use for fungi.

Certain fungi act upon starch in a way similar to the diastase in malt, changing it into fermentable sugar and allowing, under favorable conditions, of the direct fermentation of starchy bodies. In the manufacture of alcohol from corn. etc., the malting process is the more expensive, and if this can be substituted by a fungus and the fermentation and hydrolysis performed together in one process, alcohol will be cheapened thereby. The process has been on trial in France and Belgium with marked success, the yield of alcohol being higher and the quality superior to that produced in the ordinary way.

#### Of Making Many Laws.

Some folks have a mania for going They have too much dignity. Their back is always stiff and bristly. There is no flexibility in their constitution. Serious attention to law is their mental food. And yet they mean to be strictly fair and honorable. but they have an exaggerated opinion of the efficacy of law. Unfortunately for them all of humanity is not made of unflexible material. Some folks stretch easily and have no dignity. So laws don't always rectify wrongs or straighten out flaccid conditions. before you depend upon existing laws or enthuse over proposed laws, consider well whether the parties affected have enough tenacity to be straightened out by law. If might doesn't always make right, neither can right always make might.

#### Mar.

It's a losing game anyway. If you win, you have created new problems for yourself, harder to solve than those



AT ANNISQUAM.

(From photograph contributed to Spatula Photo Club by G. L.

Goulding, Lexington, Mass.)

which confronted you before the war. War creates new conditions, changes the map of trade, sets a new standard and makes more rigid demands upon business. In a Massachusetts city a firm of cutters recently established a new store and started in to demoralize trade. It put out yellow signs and advertised heavily. The challenge was promptly accepted and yellow signs sprang up around the city with great rapidity. All of which causes the public to think that they were "jewed" before, and the new firm is a public benefactor which burst the bubble of expanded prices. And we fear that there will be failures reported in some of the drug circles of that city ere long.

#### An Osteopathy Veto.

The State of Georgia is to be congratulated upon having a Governor possessed of both backbone and common sense. The legislature of that State recently passed a bill legalizing the practice of Osteopathy, which His Excellency at once sat down upon with an unqualified veto, an act for which he is deserving of the thanks of all good and intelligent citizens. Governor pointed out that there is no need for the creation of another examining-board in Georgia. There are already three of these boards, and any graduate of any "lawfully chartered medical college" may go before either of them, present his diploma and be examined. He also truthfully said that if one is not a graduate of a reputable medical college and cannot

pass a satisfactory examination in the usual branches of medical education, he ought not to be licensed to engage in the practice of medicine.

#### H Warning,

The inadvisability of allowing outsiders behind your counters was forcibly demonstrated in Ray & Boiss's drug store, Nashua, N. H., on Feb. David Twombly, a prominent business man of that city, had been in the habit of drawing his own soda whenever he happened in the store and did not find an attendant at the fountain. On this particular day, Twombly mixed up a soda and mistaking a bottle of strong ammonia for phosphate, added a dash of the poison and drank the concoction. He died the next day, and this experience should teach every druggist to make a



MAUD.

staunch rule debarring every one but his clerk from behind his counter. Make that section of your floor space sacred or you may some day regret it. Remember you have, on almost every shelf, the deadliest poisons known to mankind and "mistakes will happen." Do not let them happen in your store.

The great popularity of phenacetin has caused the springing up of numerous peddlers with spurious mixtures put up in counterfeit packages, which they sell for the patented article. By purchasing these mixtures the pharmacist not only renders himself liable to prosecution by the owners of the patent or trade mark, but he also incurs the risk of a suit for damages from those of his patrons whose lives may have been endangered by the use of an injurious substitute. In purchasing what purports to be phenacetin from illegitimate sources, the pharmacist never knows just what he is getting and hence has no legal right to dispense in prescriptions any phenacetin that is not obtained from legitimate jobbers. All of this goes to show that it will pay the pharmacist to use the patented article rather than to try to handle a spurious counterfeit for the sake of a small additional gain.

#### Reminiscences and Prophesies.

To go back and recall old scenes, old experiences and old impressions is interesting and often profitable. This is a good year for it, whether you consider it the last year of the old century



A GUILTY CONSCIENCE.

or the first year of the new. (Some folks haven't finished yet arguing about it). The SPATULA cannot reminisce so very far back, but it can remember when new elements were discovered in this old familiar atmosphere, when a way was found to render human flesh transparent and to view the living bone without removing the flesh, when some of the "insoluble" metals were first dissolved, when air was turned into a liquid, when diamonds were first made in a furnace, when—but it would take too long to enumerate what has occurred within a decade, startling or only commonplace, but still important. Changes come rapidly, even if we don't believe them at first. Pretty soon some one will discover new ways to make money in the drug business. Who will be first?

#### POOR BABIES!

When the Turners of Philadelphia, manufacturers of proprietary medicines, after a sky-rocket existence of a few months, failed last year, the Feister Printing Co. of the same city were their heaviest creditors, and in order to recover part of the debt, the Feister people seized the entire Turner stock. They were able to dispose of the Bicola Pills and the Turner's Little Liver Turners, but when they tried to get rid of the Turner Baby Food they found themselves against a hard proposition, as no one seemed to want it. There were several barrels of the food and they kept it. thinking some one might turn up to take it off their hands. Sure enough, someone did. but it went where they little supposed it would. The American Bill Posting Company bought it for paste.

#### DOUBLY USEFUL.

Many up-to-date physicians in Paris now use automobiles in their daily practice, and not long ago a celebrated nerve specialist was gliding homeward after making several calls, when his automobile stopped buzzing and slowly came to a standstill.

"What is the matter?" he asked of his driver.

"The batteries are exhausted, monsieur," replied the lever twister.

"How could that be? We have not gone ten miles and the batteries were charged for twenty."

"Monsieur forgets that he charged four patients, this morning, from the automobile."

And the specialist walked home.

THE SPATULA earnestly desires short articles, ranging from a single paragraph to 1500 words, from practical druggists upon practical subjects con nected with the business of the druggist. It wants particularly articles whether long or short, within the limits mentioned, which describe novel methods which might to advantage be adopted by other druggists; also amusing incidents, anecdotes, short pieces of humorous poetry, queer prescriptions and orders, or anything in short that will instruct or interest our readers. Such contributions must in every case be original, or never before printed, and written on only one side of the paper.

#### UNUSUAL APPETITE.

When Jumbo, the great elephant who delighted the children of two continents, was killed in Canada in 1885, the skin and bones of the big elephant were saved, and butchers were employed fifteen hours in cutting the flesh from the bones. In the stomach of the great elephant was an assortment of odds and ends including a peck of stones and a collection of coins, which showed that he had been a traveller. There were French, German, Austrian, English and American coins, of all denominations. He also seemed to have a taste for lead car seals, which he has added to his collection on his railway trips. A policeman's whistle was even found in the capacious paunch.

#### EXACTLY!

The Spatula is O. K.
WILL B. HALLETT & SON.
Sterling, Ill., Jan. 12, 1900.

#### WON'T GIVE UP.

Enclosed please find a money order for \$1.00 for my SPATULA, which I have greatly appreciated the last year. Its object being in bringing its reading to a point. I would in no way give it up and will help this little paper all that is in my power. Hoping you success.

W. H. LEACH.

Plymouth, Mass., Jan. 30, 1900.



ACROSS THE ALLEYWAY.



"Result of Making It Go."

(The negative was laid in the sun to "dry quickly." From photograph contributed by H. F. Ruhl, Manheim, Penn.)

#### The World of Science.

New Disinfectant.



NEW form of disinfectant consists of a hollow ball or capsule of naphthaline filled with a liquid which perme-

ates slightly the naphthaline and slowly evaporates with it. In the patent specifications the liquid is composed of 4 parts of formalin and 3 parts each of carbolic acid, menthol, thymol and eucalyptol.

#### Colored Glass.

In a series of tests to determine the value of colored glass of various hues in preventing the chemical action of light, it was found that black, red, yellow, orange and brown glass protect strongly against the action of daylight, green and violet glass protect slightly, and blue glass offers no protection at all.

#### A New Process.

Glucose prepared by treating starch with weak, sulphuric acid always gives a turbid solution and causes a saline flavor. These factors have prevented its use in pharmacy to any extent. It has recently been found that by using hydrofluoric acid in place of sulphuric, a perfectly bright glucose can be obtained which is also free from foreign flavor. This process will be welcomed by the manufacturers of "sugar color," who have long been

troubled with cloudy products. A new process for the latter consists in heating glucose with concentrated ammonia water under pressure, for twenty-four hours, then filtering and concentrating. The charcoal produced by the old process of burning is thus avoided.

#### A New Soap.

A pepsin soap has been put on the market in Europe containing about ten per cent. of glycerole of pepsin to a super-fatted soap. It is claimed that the pepsin acts upon dead epidermal tissues and removes them. It is also recommended in certain skin diseases. Anti-Barnacles.

Cocculus indicus is being used in paints to prevent the adhesion of barnacles or fungus growths upon the surface painted.

#### New Inflater.

Oxygen and carbonic acid gas pass through rubber quite rapidly, but nitrogen passes through slowly. Thus a new bicycle tire needs to be "pumped up" frequently until the oxygen and carbon dioxide in the air have separated and left almost pure nitrogen inside, when a less frequent inflation is required.

#### A Loss to Science.

Prof. J. C. W. F. Tiemann, who died on the 14th of last November, was one of the very few who achieved success both from a scientific and a commercial standpoint. He worked out and patented the first processes for making vanillin and ionone, and achieved a double success in each.

#### New Use for Sawdust.

A German chemist has patented a process for obtaining methyl alcohol and acetic acid from sawdust, by heating in a revolving cylinder provided with stirrers to obtain an even heating of the sawdust. This recalls the method of Dr. Squibb for producing acetone from calcium acetate, by a similar scheme, which he refused to patent.

#### Tea Extract.

Tea extract, for use as a flavor for soda syrups, or for infusions, etc., is made, according to a new process, by first extracting the crushed tea-leaves with water and then distilling the liquid in a vacuum. The first portions of the distillate, which contains the essential oil and other volatile flavor, is extracted with ether, and the oils are afterward mixed with the extract which remains in the still. Both the delicate and the heavier flavors are preserved in the extract in this way.

#### A New Cure.

A serum is also the latest cure for alcoholism. A horse is inebriated and then its serum is injected into the tempted man, whose craving for alcohol forthwith turns to repugnance. It has not yet been put into the market. Colors of Flowers.

Professor Keegan believes that there are different stages in the development of the floral pigment. In the lower stages the natural color is red, whatever the chromogen may be; while in the higher stages the natural color of anthocyan is blue; or rather, at least

with some chromogens, it becomes capable of forming blue compounds with alkalies and certain metallic acids. There also exist chromogens which, except under very exceptional conditions, are incapable of producing a blue pigment. These, in all stages, naturally develop into a red, the brilliancy of which unquestionably attests its real, original and proper character.

#### Nitrocellulose.

Nitrocellulose has become of great commercial importance during the past few years. First made as guncotton for an explosive, it was limited in use, but when it was discovered that it could be controlled in use, smokeless powder came into increased de-Then it was discovered that the pyroxylin form offered an opportunity to make artificial silk, and a considerable quantity is being used for this purpose. Now it appears that the long-sought substitute for India rubber is to be found in nitrocellulose also. It has recently been found that nitrocellulose is soluble in a nitrated oil, such as castor or linseed oil, after treatment with nitric acid, and by varying the proportions, articles of varying hardness are produced. Thus a mixture of about 2 parts of nitrated oil with 1 part of pyroxylin makes a substance resembling Para rubber in texture, is elastic, resilent and durable. A larger proportion of pyroylin makes a harder and less elastic substance, but are better suited to some purposes. Under the name of "Velvril" an English firm is manufacturing not only an artificial rubber, but a "velvril" waterproof and mould-proof fabric, an insulating material for wires, a "velvril" hose or tubing, a cement, varnish, paint and enamel for leather. For the latter purposes,—varnish, paint and enamel, it is claimed that the new compound is much more resistent, not only to water, but to chemicals, than the old forms of coverings. The new substance is attracting some attention on both sides of the water.



A PORTRAIT.

### Science Notes.

Barbary figs have been suggested as a commercial source of alcohol. A ton of figs will yield ten to fifteen gallons of strong alcohol.

Fruit juices of superior flavor are obtained

in a concentrated form, by freezing to separate the water, separating the concentrated juice from the ice, and then adding sugar to form a stable syrup.

Mr. Berthelot finds that alcohol is produced

in minute quantities in many plants in the process of growth. It is a result of the breaking up of the starch, in a way similar to the artificial making of alcohol.

A Russian chemist says that the setting of plaster of Paris

is due to a double action of the water. First, a solvent action upon the original easily soluble lime compound, and second a chem-

ical combination, which results in a more insoluble body, which crystallizes and sets to a compact mass.

Animal charcoal, which has been used for decolorizing, can sometimes be restored by washing with a little acetone. The acetone dissolves the coloring matters which the charcoal had absorbed, and fits it for further

Peat wool, which is the purified fibres from peat, is claimed to be superior to cotton-wool for surgical bandages, and for the manufacture of underclothing. It is said that a mixture of equal parts of peat-wool and natural wool, when woven into garments, cannot be told from a pure wool garment by the sight and feeling.

An artificial gum is the subject of an English patent, which specifies that 112 lbs. of glucose be mixed with 4 gals. of water, heated to 60° C and 40 to 50 lbs. of boric acid and 25 to 35 lbs. of calcined magnesia be added alternately in portions, the whole being well stirred. The resulting mass is used as an adhesive paste.



CAUSE AND EFFECT.

### Chamois Skins.



HESE goods were originally made from the skin of the chamois, or small goat, obtained in the mountains of Europe, but for years past the goods now known under this name have been almost ex-

clusively made from the half of a sheepskin, which is split and the flesh side used for this purpose.

It has only been within the past few years that any of these goods have been successfully made in this country, but of late marked progress has been taking place in the perfection of the American article, and these goods now compare favorably in many respects with the imported grades. It might be well for buyers when purchasing chamois skins to compare the domestic and imported grades, and decide for themselves which line they can sell the more profitably and to the best satisfaction of their customers. It is claimed by some, for the imported grades; that the foreign "oil finish" is still much better than in the goods made in this country.

Discrimination should be made in purchasing, according to the purpose or use for which the skins are intended. For toilet purposes only the best quality should be used, because they are free from any objectionable or injurious tanning material.

This also applies where the skins are to be used for polishing fine silverware and for other fine work. In some of the cheapest goods offered the surface is so rough that it scratches, and the ingredients used in tanning are so inferior that such skins will not prove satisfactory to the users. In chamois skins, as in all else in this world, "the best is the cheapest." The business in chamois remains about as usual at this season of the year, prices showing no material changes. The various classes of imported goods, such as English oil, French oil, toilet chamois, French rouge and colored chamois, all continue in fair demand with good stocks on hand.

Mar A good Spatula binder costs subscribers post paid but 50 cents.

### The Naming of a Plant.



HE beginner in botany is apt to believe that the easiest and shortest way to name a plant is to compare it with published illustrations of plants. This is, however, the longest and most uncertain method, since the process has to be repeated with each plant, and there is always a degree of uncertainty

about the identification so obtained. The most satisfactory way, and the easiest in the long run, is to decide by the characters of the leaf, stem and flower, the group, class, subclass, natural order, genus and species to which the plant belongs. After a little practice the first three divisions are seen at a glance, and even the fourth in many cases, leaving the genus and species as the only difficulties to be overcome.

In the present article only the leaf-bearing groups will be dealt with, viz., Bryophyta, Pteridophyta and Phanerogamia or flowering plants. Let us suppose that the beginner gathers a piece of a plant bearing leaves on a stem. He has first to find out whether the plant ever bears a visible flower or not. This is easily ascertained by examining the veins of the leaf and the structure of the stem.

(1) If the leaf has the veins running parallel or forming a network the plant certainly bears flowers, having stamens and an ovary, and belongs to the Phanerogamia. If the leaves have forked veins and the young leaf is inrolled at the tip, it as certainly belongs to the Pteridophota (Ferns, etc.) If the leaves are very minute and there is only one vein, or a single-forked vein, or no veins at all in the leaf, and the stem on section shows neither a pith surrounded by a ring of woody tissue nor scattered bundles of woody tissue, it belongs to the Bryophyta.

The plants of the two last groups are, as a rule, so distinct in habit that they are easily recognized, the former having forked veins in the leaves and curled or circinate vernation, and the latter very small leaves with never

more than a single (rarely once forked) vein. They never bear visible flowers, but spores contained in stalked or sessile receptacles or capsules. If there are no obvious leaves, but the herbaceous stem and branches are more or less cylindrical and sheathing at the joints, which easily separate, it belongs to the Equisetaceæ.

#### THE CHOCOLATE INDUSTRY.

The manufacture of chocolate is a great industry. Of all the chocolate beans imported into this country two-thirds go to one firm in Boston, and the other third is distributed among the other manufacturers. The chocolates sold are of various grades. The Caracas chocolate is supposed to be the best. If you take the various grades, technically known as the Caracas, the French, the German, and so on, and take a piece of each and place them in a pan of water and allow them to dissolve, any expert will tell you which is the best chocolate. The better grades will leave no sediment. The others will. This is explained by the fact that in the cheaper grades the shell is ground up and used as a "filler."

The lighter the chocolate the better the grade. The cheaper grades are dark owing to the ground up shell. It is a queer thing about chocolate consumption. There are chocolate fiends, just as there are opium fiends, tobacco slaves and liquor slaves. When one begins to eat chocolate the habit grows upon him. It is doubtful if any amount of chocolate hurts any person. Of course, the cheaper grades of chocolate have a large percentage of sugar in them, and sugar is to a certain extent injurious, but for the chocolate itself no one eats enough to hurt him materially. In contra-distinction to the exhibaration of alcoholic drinks, chocolate seems to be a soother. Persons who are nervous and irritable find it a food that in a way calms and soothes and satisfies them. It is queer, but it is the truth. The consumption of chocolate is increasing enormously in the United States.

\*\* Send in your questions, we don't know everything, but we have facilities for finding out a great deal.

#### WITH APOLOGIES.

"Give me twenty cents' worth of developer."

"Muscle, dry-plate or bust?"

#### WHENCE THE LAMENESS.

General Dawson of Tennessee took a prescription into a drug store, one day last week, and it called for fifteen different ingredients. The office boy watched the clerk dispensing and as the last drug was poured into the mortar he exclaimed, "Gee! That is a general mix-up, ain't it?"

The clerk has a sore foot and the boy cannot sit down.

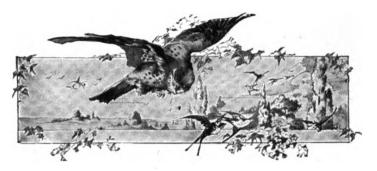
#### WOULD SAVE TROUBLE.

Little Willie's mother took him out with her, a few days ago, on a shopping tour, and while she was making some purchases in a drug store, Willie gazed wonderingly at the rows of bottles on the shelves above him. Suddenly, he called to his mother and said, "Oh, Mama, did you ever see so many bottles before? If we only had shelves full like that, Papa wouldn't have to go out so often to have his bottle filled, would he?" Willie and his mother left the store so suddenly that she forgot her change.

### VANILLA BEANS.

That vanilla beans contain other flavoring bodies than vanillin, has been shown by analyses of a variety of beans. The best Mexican beans yielded 1.69 to 1.86 per cent. of vanillin, Bourbon beans, 1.90 to 2.90 per cent., Java beans, 2.75 per cent., German East African beans, 2.16 per cent., Ceylon beans, 1.48 per cent., and Tahiti beans, 1.55 to 2.02 per cent. There appears to be little connection between the amount of vanillin in the bean and its value for flavoring purposes, since the most aromatic and best flavored beans often contain less vanillin than those of inferior quality.

If a pholographer why do you not join the Spatula Pholo Club. There is room for a few more members. Particulars in last issue.



### Photography.

### The Last Call.



HE SPATULA
offers a cash
prize of five
dollars to any
of its readers
for the best
photograph
representing

a subject in some way connected with the drug business. A photograph containing some element of life, such as a child, a cat, a dog or bull-frog, will probably stand a much better chance of getting the prize than one representing inanimate objects entirely.

There is no restriction as to size or materials used. What we want is picturesqueness and originality. The competition will close March 15, 1900. The SPATULA reserves the right of keeping and reproducing any of the photographs it may select.

It will be much better to send in the photographs as soon as possible, rather than to wait until the last minute. There will be no limit to the number of prints any one person may enter. The photographs need not be mounted.

A New Film.



ORE than at any previous time has the question as to the best support for the photographic film been the question of the last few months. Paper, cel-

luloid, collodion, etc., have been tried in turn, each having some fault or some objectionable feature. Up to a few days ago, says American Amateur Photographer, we had thought that the somewhat famous "Secco" was to supply the long-felt want, but now there is another Richmond in the field who is likely to beat even it. It will be known as the Cristoid film, and has been patented, and is being put on the market by Mr. Sandell, the first to introduce the multicoated plate. Its peculiarity is that it gets rid of the support itself. The film consists of several coats of sensitive emulsion of various degrees of sensitiveness, each hardened by chrome alum or formaline. These are spread on glass or other suitable material, and when dry, stripped and made into rolls or cut sizes. Cristoid film has wonderful latitude, specimens having been shown that had received exposures of 1 and 300. They were developed together in one dish for six minutes, when the one that had got the short exposure was found to be just right, and the other looked very much too dense; but on placing it for a few minutes, directly out of tht hypo, into Farmer's solution, it was in every respect as good as the other.

### Magic Photographs.

Fix an albumen print in a freshly mixed hyposulphite bath. Wash it thoroughly and then immerse in the following solution until the image has completely disappeared:

Mercury bichloride, 21-2 drs.; ammonium chloride, 38 grs.; water, 21 ozs.

To make the image reappear, it is only necessary to put the print into a hypo solution, or to place it between two sheets of blotting paper, saturated with hypo.

#### Amidol.

For lantern slides and bromide paper, this developing agent would be difficult to excel. The following is the usual formula:

Water, I oz.; sodium sulphite, 10 grs.; potassium bromide, 5 grs.; amidol, 1 gr. Dissolve in the order named.

#### Flash Sheets.

Home-made flash sheets may be made by taking two sheets of paper, coating them with starch paste and dusting powdered magnesium over them. Press the pasted sides firmly together. Next similarly paste two more sheets and dust them with powdered chlorate of potash, and paste these, one on each side of the double sheet containing the magnesium. The paper is convenient for handling, and the amount of light can be regulated by using a larger or smaller sheet.

#### Temperature in Development.

One of the most important factors in developing is temperature. The chemical activity of any developer will be increased greatly by a comparatively small increase in temperature, the reverse taking place by decreasing it. In summer time keep your developer cool. Put some ice around the developing tray, or put the bottle of developer in running water for thirty minutes before using it, or, better still, keep it in the ice-box all the time. In winter it may be necessary to warm the solutions. We cannot sufficiently emphasize the importance of a temperature, while developing, of not less than 60° and never more than 70° F.

### Notes.

To block out skies, etc., in negatives, mix asphaltum varnish with fine lamp black and apply with a soft brush. The mixture should be kept in air-tight bottles.

To keep unmounted albumen prints flat, pass them through a bath made up of water, alcohol and glycerine in equal parts, and dry afterwards between sheets of blotting paper under slight pressure.

Two parts of a saturated solution of oxalate of potash, mixed with one part of water, and rendered slightly acid with acetic acids, is good for cleaning stained bromide prints. If the paper has been long stained, an immersion for a couple or hours, or even longer, may be necessary.

Negatives which have remained so long in the pyro developer that they have become stained, may be cleared by pouring in a 10 per cent. solution of sulphite of sods, to which a few drops of sulphuric acid have been added.

A good metol developer is metol, I dr.; water, 8 ozs. When dissolved add sulphite of soda, 1 oz.; potassium bromide, 8 grs.; potassium carbonate, 3 drs. For use take one part of developer and three parts of water.

### Photographic Periodicals.

Wilson's Photographic Magazine (monthly), \$3 00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year
(with Spatula, \$2.50); 25 cents a number. New York.

Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00);
15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Chicago.

The Photo Miniature (monthly), \$2.50 per year (with SPAT-

ULA, \$3.00; 23 cents a copy. New York.

American Amateur Photographer (monthly), \$2 coper year (with Spatula, \$2 50); 30 cents a copy. New York.

Photographic Life (monthly), \$1.00 per year (with Spatula, \$1.50); 10 cents a copy.

River, sea, rain and snow water all contain more or less alcohol. Only pure spring water is free from it.



[It is the wish of the editor of this department to make it of as great practical value to the readers of The Spatula as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

### Catalysin Tablets.

E. H. S., Columbia Falls, Mont., asks who are the manufacturers of these.

We do not know. Can any of our readers tell?

#### Leather Cement.

W. C.. Rockaway Beach, N. Y., writes: "I want a formula for a rubber and leather cement. Can you help me out?"

Well, we can offer some formulas anyway. And we can proffer the suggestion that as much depends, so far as results are concerned, upon the way a cement is applied, as upon its composition. The presence of a little grease, or moisture, or for very smooth surfaces, of a film of air, may prevent any cement taking hold. Grease may be removed by washing with benzine or carbon disulphide; moisture and air by warming well,—get the surfaces pretty hot if you can. Then apply but a little of the cement, and press the parts together until the cement has set.

Gutta percha, I oz ; rosin, I-2 oz.; carbon disulphide 5 ozs. Make a solution.

India rubber, 100 parts; rosiu, 15 parts; shellac, 10 parts; carbon disulphide enough to make a solution.

India rubber, 12 parts; rosin, 4 parts; oil of turpentine, 40 parts; chloroform, 40 parts. Make a solution.

Gutta percha, 2 ozs.; rubber, 1-2 oz.; pitch, 1-4 oz.; shellac, 1-8 oz.; linseed oil, 1-4 oz. Melt together and use hot.

### Fumigating Plants.

L. W. S., Pawtucket, R. I., asks us to explain the best method of subjecting shrubs to the action of hydrocyanic acid gas for the purpose of destroying insects.

The trees must be enclosed in a box or placed in a suitable room, so that the gas can be confined for a time. A convenient apparatus for a nursery is a covered frame of a size sufficient to entirely cover the largest tree, which is supported from a travelling crane, so that it can be hoisted above the tree and then let down over it. For low trees and bushes, simple covering with canvas or other tightlywoven cloth will suffice if the covering is thoroughly done. But the frame method is much more convenient and allows of an unvarying amount of chemicals.

For each cubic foot of air space to be fumigated, 4 grs. of potassium cyanide is required. This is placed in a cup or dish and a mixture of sulphuric acid water in about equal volumes is poured upon it. The fumes begin to evolve immediately and care must be taken not to inhale them. The covering is allowed to remain ten to fifteen minutes and can then

#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to if we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

be removed. But the fumigation must not be performed in a strong sunlight. The gas, in the presence of sunlight, turns the leaves black and causes them to fall. To avoid this the fumigation must be performed before nine o'clock in the morning or after four in the afternoon. Better still, before sunrise or after sunset.

#### Hair Tonic.

E. H. R., Manheim, Pa., writes: I have been making a hair tonic of the following formula:

Tinct. Cantharides, I oz.; tinct. capsicum, I-2 oz.; quinine sulphate, I-4 oz.; alcohol, I3 ozs.; glycerin, 4 ozs.; bay rum, I3 ozs.

The bay rum we use had the following formula:

Oil of rose, 9 drops; oil of bay, 3 drs.; borax, 1,1-2 ozs.; alcohol and water, each 4 pts.

Lately, I had a few complaints that dandruff would not yield to the use of the hair tonic. To make the tonic more efficient I added 2 drs. of resorcin to a quart. We paid little attention to how it would do, setting it aside for several days. To-day, when bringing it from the cellar, I noticed a crystalline deposit which would not dissolve upon shaking repeatedly. Can you explain the reaction? How could I overcome the difficulty without weakening the preparation?

The crystalline deposit is, probably, borax, which is thrown out of solution by the alcohol, borax being insoluble in this medium. We have tried the formula in small quantities, and fail to get any crystalline deposit in the hair tonic, but the bay rum has deposited a considerable crop of crystals. Possibly quinine borate may form on standing, but we think this is less likely than the deposition of borax.

There is another objection to borax, namely, that cantharides is much less active in alkaline solutions than in neutral or acid liquids. The active principle of cantharides is cantharidin, a body having an acid character. This combines with alkalis to form salts, which are much less efficient than the free acid. Perhaps this may account for the complaints

made against the preparation. The preparation as a whole resembles the favorite prescription of one of Boston's leading dermatologists, for the hair. His formula is quinine alkaloid, 10 grs.; tinct. of cantharides, I-2 oz.; tinct, of capsicum, I-2 oz.; alcohol, 7 ozs. He insists rigidly on quinine alkaloid being employed, and not a salt of quinine. Presumably he gets a better result therefrom. His formula is much weaker in quinine than yours, but stronger in capsicum and cantharides. The most economical method of obtaining free alkaloid in such a combination is to weigh out its equivalent of the sulphate, add to it a little alcohol and an excess of ammonia water, then evaporate to dryness. The free alkaloid in the residue will dissolve readily in warm alcohol, leaving the ammonium sulphate undissolved.

The addition of resorcin, we think, is an improvement, and with these modifications our correspondent's preparation ought to be an efficient one. We would suggest the use of a little carthamus to color the bay rum in place of borax.

### Non-Alcoholic Ginger Extract.

W. R. B. & Co., Lawrence, Mass., ask for a formula for a "Non-Alcoholic Ext. Ginger."

We should employ an acetic extract of ginger for this purpose. Percolate ground ginger with ten per cent. acetic acid in the usual manner. Any strength of extract desired, from a fluid extract to a weak tincture, can be secured. If a good grade of ginger and of acid be used, the flavor is superior, in our opinion, to an alcoholic extract. It is softer and more aromatic.

### Another,

G. B. H., Stony Point, N. Y., asks "if it is possible to make a clear solution of the following by the intervention of anything, and not change the result desired":

Tinct. cantharides, 3i; quimine sulphatis, 3i; spt. vini gallic, 3iv; glycerin, 31; aquæ q. s. ad. 3 viii. M. Sig. Hair Tonic.

The cloudiness in this preparation is due to the separation of fat from the tincture of cantharides. It may be clarified, (after dissolving the quinine in the brandy by aid of heat, then adding the tincture, glycerin and water, in order, by shaking with powdered starch) or talcum, or better still with infusorial earth, and filtering, returning the liquid to the filter until it becomes clear. A better preparation will be secured by using strong alcohol in place of brandy and water. This is more effective with such preparations. See preceding query.

### Free Analysis.

C. T. C., Idaho Falls., Idaho, sends a sample of clay which he asks that we shall analyze for him, or give to some analyst who will do it without charge.

C. T. C. does not realize what he is asking. Chemical analyses are never done free, except in specific and exceptional cases by the U. S. Government, when Uncle Sam pays the analyst. An analysis of clay is worth from ten to fifty dollars, according to the extent of analysis desired. Our friend may find a use for his clay without an analysis. Send a sample to some pottery works for instance and ask if they can use it. They will tell, not by a chemical analysis, but by a practical test in an operation. Any manufacturer who uses clay in large quantities may put a value upon it, but if you desire to place your own valuation, a paid analysis will be necessary.

### Burnt Sugar.

"Druggist," Canada, asks how to prepare burnt sugar for coloring.

Put the sugar, dry, into an iron pan or kettle, and be sure that the kettle is filled not more than a third full. Set the kettle into a bed of hot coals, or apply a strong and quick gas flame. The sugar will soon begin to swell and turn dark. Presently bubbles will form on the surface of the sugar, similar to those which form on boiling syrup, but of course dark in color. These bubbles will be clear for a short time, then they will become streaked and opaque, showing that the hot sugar is beginning to "coal" or carbonize. As soon as this occurs, remove quickly from the fire and pour in a quantity of hot water equal in volume to the sugar taken. Allow to stand over night and then strain. Made in this way, a pound of sugar will yield about a pint of caramel. If the kettle is heated evenly and quickly and the sugar is watched closely a nice product will result. The burning of ten pounds of sugar will not occupy more than fifteen minutes with a hot fire.

#### Lice on Cattle.

The best thing we can recommend is Insect Powder. We do not know much about this subject, but can appreciate the influence that a liquid insect destroyer might have in very cold weather. The insect powder would be free from objections in this regard, and mixed with powdered napthalin might not be beyond expense, but is not as easily applied as liquids. Perhaps some of our readers can assist us in securing a suitable treatment.

#### Violet Sachet.

W. McN., New York, asks about the preparation and selling of a Violet Sachet.

We fear from our correspondent's letter that he has not fully grasped the difficulties in making a good sachet powder. The powder ingredients are to be weighed and the fluids measured, and a mortar is necessary in mixing musk and other powerful ingredients. These must be triturated well and thoroughly diffused. As to the selling price, that depends upon the quality. Such a powder as you enclose would not be a very rapid seller at 4 cts. per oz., but a good sachet brings usually from 25 to 50 cts. per oz.,—the best qualities may command \$1.00 per oz.

We do not know the formula you have in mind, and so cannot tell whether it would bear any resemblance to the enclosed. Unless you are sure you have a good formula, and know pretty well when and how you can sell the sachet, we would advise you to be cautious in expending your money.

In Russia women are employed as apothecaries. In the State and municipal dispensaries women prescription clerks stand on the same footing as men, while in the large cities like St. Petersburg, Moscow and Kiew there are pharmacies in which the business is conducted entirely by women.

### Native Drug Plants.

One of the good works initiated by the Pan-American Medical Congress is the scientific investigation of the medicinal flora of each country on this continent. This has been carried out further in some countries than in this; in Mexico, for example, the investigation has been almost practically completed by the Instituto Medico Nacional. In his annual report the secretary of agriculture, Hon. James Wilson, states that the committee of the Pan American Medical Congress for the United States has recently submitted to him a proposition to co-operate with the Department of Agriculture in a technical and statistical investigation and classification of our native drug plants. "By accepting this proposal," he says, "we shall secure, in a research of which we have long felt the need, the cordial assistance and support of an influential association of learned physicians; we shall encourage each of the other American nations, all of which are represented in the Pan-American Medical Congress, to proceed with a similar investigation of their own medical flora; we shall furnish a basis for the remunerative employment of much land and many people, and we shall stimulate the great growth and growing trade in drugs between the countries of North America and South America." He concludes by asking for an appropriation of \$10,000 to enable the department to co-operate in this investigation.

#### A BIG LEGACY.

Mme. Medvednikova, the widow of a wealthy merchant, died recently on her estate near Moscow, leaving 5,000,000 roubles (about \$3,000,000) to charity. Of this sum 1,000,000 roubles is designated to establish a hospital for incurables in Moscow, 600,000 to build an asylum for idiots and epileptics in Moscow, 500,000 to build a hospital for the treatment of chronic diseases in Irkutsk, and smaller sums for various other institutions.

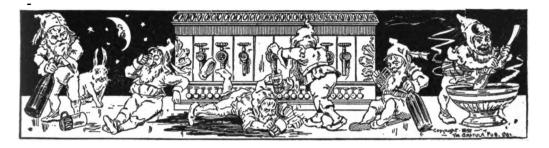
A court of equity may order the sale of an inventor's interest in his patent to satisfy a judgment, and if he refuses to execute an assignment the court will appoint a trustee to make the assignment.

### fined \$4,000.

Judge Lacombe of the U.S. District Court sentenced William T. James to four months in jail and a fine of \$4,000, for the illicit sale of phenacetin. The complaint was entered by Anthony Gref, a representative of the Farbenfabriken of Elberfeld Co., the owners of the phenacetin patents, and Mr. Gref stated that James had persistently violated the order issued against him last May by Judge Lacombe, which enjoined him from selling the drug. It appears that last year James sold counterfeit phenacetin until he was arrested in May and sentenced to fifteen days and fined \$250, After serving his sentence he was reported to have gone to Germany, but in January detectives discoverd him again selling phenacetin in the Bowling Green Building on Broadway and he was immediately arrested. The contempt of court displayed by James caused Judge Lacombe to inflict this very severe penalty.

### The Hyer Plan.

The J. C. Ayer Co., of Lowell, have hit upon a plan with which they hope, in a measure, to prevent retail druggists from cutting their goods. They have made the price of Aver's Cherry Pectoral, 25 ct. size, \$2.40 per dozen, thereby reducing profit to cutters to a low figure. But on all orders from retailers who will sign a coupon agreeing to give a week's window display of Cherry Pectoral, and who agree neither to cut the price below 25 cts. nor to substitute any other article when Cherry Pectoral is called for, they will allow 10 per cent. discount. This allows a profit of 39 per cent. to the druggist who will fall into line, and as an extra discount of 5 per cent. is allowed on half gross orders, the profit may thus be brought up to 46 per cent. These discounts are allowed and sent to the druggists direct from the J. C. Ayer Co., and they will take particular care to see that no aggressive cutters are allowed the rebate. Many retail druggists have thoroughly endorsed the plan and the Ayer ad. this month is the reproduction of one letter received from a grateful druggist. In trying to handle the cutters, the J. C. Ayer Co. are tackling a tough proposi-tion, but this plan seems to be one of the best yet devised, and we wish them success.



### The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

#### EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White The Spatula, Boston.]

### Betting up a fountain.



AVING purchased a fountain and planned out the space which it is to occupy, the next question is how shall we set it up? On what shall we place the fountain and for what shall we use

the space beneath the fountain?

Next to a good counter a good refrigerator or ice box is a very necessary contrivance to have. In these days when bottled mineral waters, ginger ale and many other beverages are used so extensively, the need of a place to keep them properly is in a measure self-evident.

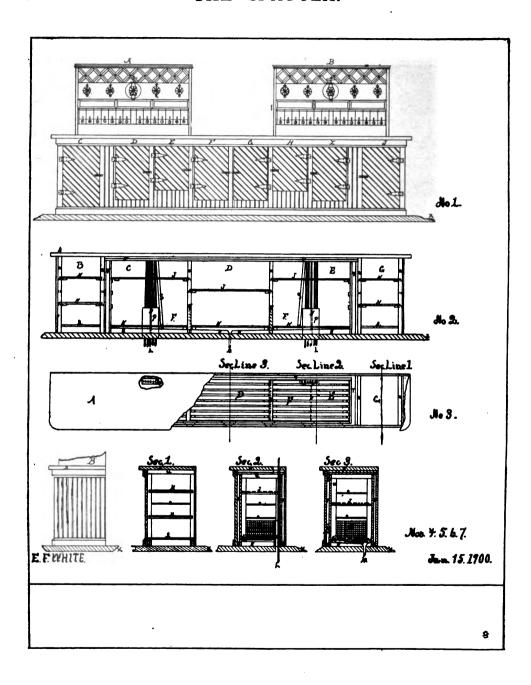
I overcome this need by always building a first-class refrigerator for the fountain to rest upon. You will say that nearly every one has something of this kind. True, nearly every one has a series of cupboards, but few have real refrigerators properly made.

Judging from the experience I have had, very few carpenters really understand how to build them in the proper manner, and for that reason I would advise you, where you can, to go to a firm making refrigerators and tell them just about what you want and what you want it for, and they will give you the best work.

If you are, however, obliged to go to a carpenter, take this article and show him what your needs are in this line. You can make it as much larger or smaller as your space or needs permit, but the principle will be the same. I have made this illustration of a fountain of the proper size to go with the counter, illustration of which you will find in the September issue, as this will show how to proportion your work.

#### Arrangement of Fountain,

It will be noticed that I have illustrated the fountain as being in two sections, of fourteen syrups each. Where not too much crowded



#### Explanation of Figures.

No. 1. Front view of refrigerator with fountain top.

No. 2. Front view of refrigerator with front removed, showing general arrangement of interior.

No. 3. Top view of refrigerator with part of marble slab removed.

No. 4. End view of refrigerator showing location of fountain B.

No. 5. End view at section line No. 7, showing section of cupboard.

No. 6. End view at section line No. 2, showing section of ice box.

No. 7. End view at section line No. 3, showing section of centre ice box.

### Explanation of Letters.

No. 1.

A and B. Two sections of fountains showing location and general appearance.

C to J inclusive are doors to several compartments.

X Floor.

Nos. 2, 3, 5, 6, 7. Letters representing the same in each instance.

- A Marble slab or top of refrigerator.
- B Left hand cupboard.
- C Left hand ice tox.
- D Centre ice box.
- E Right hand ice box.
- F Section for broken ice between partitions N.
- G Right hand cupboard.
- H Shelves in two cupboards.
- J Shelves in refrigerators showing aarangement of supports.
  - K Slat flooring.
  - L Soda and mineral water pipes.
  - M Drain pipe from floor to cellar.
  - N Wire partitions to ice box.
  - O Supports for shelves.

    F Box through which soda pipes pass for protection.
  - Q Flooring in Cupboards.
  - R Cement flooring in ice box.
  - S Drainage pipe from fountain.
  - T Packing in refrigerator to keep it cool.
  - U Supports for top and marble slab.
  - V Boards covering top of ice box.
  - X Section of flooring.

No. 4.

- A Marble slab.
- B Shows end view of part of fountain.
- X Section of floor.

The following are the more important dimensions in connection with illustraton:

Scale 14 inch to the foot.

Length of marble slab 16 feet.

Thickness of marble slab 2 inches.

Length of body of refrigerator 151/2 feet.

Height of top of marble slab from floor 31/4 feet.

Length of inside of refrigerator 15 1/2 feet.

Length of inside of ice box 10 feet 9 inches.

Height of inside of ice box 3 feet 3 inches.

Thickness of cement at lowest point 11/2 inches.

Thickness of cement at highest point 21/2 inches.

Width of marble slab 2 feet 6 inches.

Depth of refrigerator 2 feet 3 inches. Depth of inside of ice box 1 foot 9 inches.

No. of supports for marble slab, 4. (See U).

No. of supports for marble stab, 4. (See U).

No. of supports for top of ice box, 2. (See U).

No. of compartments in ice box, 3.

No. of doors to each compartment, 2. Size of drain pipe M. 2 inches.

Dimensions of slat shelves 4 ft. x 1 ft. 814 inches.

Dimensions of pipe protector (See P) 15 in, high x 9 in, wide

x 3 in. deep.

No. of cupboards, 2.

Lining of ice box is of sinc.

for space this is the better plan. The space between the two sections makes a convenient place to have a cash register, also a place in which to keep spirit bottles, straw holders, bottles containing wines, etc., when used. In fact, this space is a great addition in the way of economy in time and labor. It gives room to set glasses while mixing drinks, and enables you to keep many things handy that you use constantly.

If you are crowded for room you can have a fountain running the entire length, but it is not a good plan, as you can have a row of syrup bottles set at the back of this space, which will number more than the extra syrup tanks in the fountain.

If you have only a small fountain you can make the refrigerator just one-half size and set fountain in the counter. Very few will ever find it necessary to make one smaller than half size, as that is only eight feet and nearly every one has that amount of space which can be devoted to this purpose.

#### Arrangement of Compartments.

In arranging the several compartments I allow for two cupboards, one on either end (No. 2. B & G). These can be used for various purposes, such as a place to keep clean coats, aprons, towels, etc. In fact, there are many things needed about the fountain that cupboards serve as a place of storage.

#### Tool Box.

Do not neglect to have a tool-box in one of them. Wrenches, screw-drivers, etc., are needed often, and in a hurry sometimes, and should, therefore, be in a handy place.

#### The Ice Box.

The balance of the space is devoted to the ice-box proper, and is in three sections each having two doors.

#### Construction.

This is what interests us most. Every one can make a cupboard on which to set a fountain, but few really know how to make an ice box so as to keep the cold in and the heat out. The outside should be made of oak and preferably of two-inch matched boards. Other woods can be used but not to as good advantage as the oak, for it is not subject to dampness when well seasoned as many woods; it is easy to keep clean and an occasional coat of varnish keeps it in fine appearance. outer part should be constructed first and the supports for the marble slab (U) should be put in place, then the space for cupboards (B & G No. 2) should be divided off. Next build the interior section, allowing one inch space between that and the outer section, leaving space for doors and the top coming within two inches of the outer section. Cover this with matched boards, one inch thick. In making outer section, space should be left for doors and frames. (See section of door in No. 7). This done line the interior of refrigerator with zinc throughout.

Our refrigerator is now ready to be set in place and fastened securely. When this is done the space (See T) between the two sec. tions of the ice box should be packed with charcoal or some similar substance, or cement may be used, and the top covered with another section of boards coming flush with the outer section or may be covered with charcoal or cement. Same space (T) is filled and the marble slab placed directly over the filling. In such a case an opening for pipes would have to be made and a wooden frame inserted to come even with marble (See No. 3 P). When this is done the marble slab may be put in place. This slab should be about two inches thick.

When finally in place make two small holes in floor about two inches by eight inches at the spot where pipes for fountains are to come, (See L), then build a small box to surround the pipe, having it come to a height of fifteen inches; this should be lined inside and out with zinc. The object being to keep the water from the ice from flowing into cellar, and also to protect the pipes from harm when icing.

#### Crushed Ice Box.

Sections E. & H. (No. 1). It will be noticed that the door is shorter than the rest, the object of this being a space in which broken or shaved ice can be placed. These sections in No. 2 are represented by the letter F. The sides are formed by a netting of heavy galvanized iron wire on either side (See N). This gives a space in which cans of milk, etc., which we wish to keep very cold, can be buried in ice.

#### The Floor.

The next question is the floor. This can be covered with zinc like the inside of the refrigerator, but it is better to lay a cement floor, as when cakes of ice are thrown on the zinc it is spoiled in a short time, and a new one has to be put in. The cement is better, by all means, and should be two and a half inches thick at both ends, sloping gradually toward the centre to about one ard a half inches. (See R). This allows the water to pass off freely through the two-inch drain pipe (See M).

Over the cement floor I have a removable slat floor, (See K) which is so made as to sit perfectly level and can be removed so as to clean the floor at any time. In the two end cupboards I put a floor of wood which is even with bottom of the door (See Q).

Supports for shelves are so arranged that three shelves can be used if desired; for the arrangement of shelves in ice-boxes see J, and H for the shelves in the cupboards. In the ice boxes the shelves should be slatted, as shown in sectional drawings No. 6 & 7. J.

It is not my intention to go any more fully into the construction details, as any carpenter to whom you may give your work can see just what the idea is by a few minutes' study of these illustrations, and will be better able to

tell how to bring about the desired result than I can in writing. As it is not likely that any of my readers, who are not carpenters, will try to make one, it is, therefore, unnecessary to occupy any more space in details.

#### Icing the Refrigerator.

The quantity of ice necessary to keep the ice boxes cool depends upon how much you keep in them and next to the ice. I fill sections designated by the letters F with chopped or broken ice and in each of the three compartments C, D and E I put a fifty-pound cake. Around these cakes I pack my mineral waters, syphons, bottled soda, malt extracts, in fact anything in the bottled line that I am likely to have a call for. I put one bottle each of the principal sellers in the box of broken ice where it will be extra cold. The capacity of this refrigerator is so large that I can keep a good many dozen bottles of mineral waters cold. I have found that I can work up a fine trade in mineral waters, malt extracts and bottled ginger ale, etc., by being able to serve or sell them cold.

My first idea on this line came from parties asking for malt extracts and asking me if I had them cold. I did not and so lost a sale. Now I keep a couple of bottles of each make at least, cold and of some many more. I have on the back of my refrigerator a series of slightly slanting shelves, which I have not put on these illustrations. I can put some six dozen bottles in my ice box by aid of these. I put them in neck first, thus keeping the liquid next the cork, and by this means I have secured a very large trade in these articles. It is not uncommon for me to get an order in the morning for one or two dozen bottles of Appolinaris for a banquet or supper somewhere in the evening. When people know you have these things they come for them.

I have had one man come each day for months at a time, for a bottle of Pabst Malt from the ice, who having no place to keep it cool at home, preferred going without until he found I had it ice cold. Does it pay? Try it for one season and see if your outlay will

not be more than repaid by the trade you can secure if you have what the people want.

Many of us use milk and often run short, for the reason that we do not care to order more than we can use, as we have no place to keep it. By means of this refrigerator I can always have five or ten quarts extra and never run any chances of losing it.

Crushed fruits, etc., should always be placed in the ice box before closing at night, and they will keep fresh and sweet much longer. Eggs should be kept in the ice box, only keeping a dozen or so on the counter at a time. These are a few of the many ways in which such an ice box will be a money-maker. You will see chances enough to use it and to use it to advantage.

#### Drain from Fountain.

The drain pipe from the fountain should be so arranged as to come directly down from there so as to give the water from the melting ice a direct flow. This pipe should go below the slat flooring but not quite to the cement. Never connect direct with a drain pipe. This pipe needs to be cleared often as it fills with slime from the ice very easily. (See No. 2. S).

Ice.

Artificial ice should always be used where it is possible as it is cleaner, forms less slime and contains no dirt, and does not, therefore, clog up the cooling coils in the fountain, and as it lasts much longer is that much cheaper.



BRUNO.
(Duplicate 50c., with the Spatula one year, \$1.25.)

### The Dripping from Fountain.

The marble slab should extend far enough in front of the fountain to allow it to catch all the drippings from the draught arms. It can be cut on a slight slant so that the water will run to one corner, where a small pipe carries it into the ice box. This is a great convenience as you can then mix your drinks on the slab, and if a glass accidentally runs over or a draught arm leaks you do not get your floor wet.

They say a word to the wise is sufficient. I have endeavored simply to give the word and to show how to accomplish the desired end. If you would give this matter a few minutes' thought before putting in a new fountain, you would be sure to have it fixed right. Put a little more money into counter and refrigerator, and if necessary less into the fountain, and you will find that it pays you better.

Should anyone who is about to put in a fountain have any questions to ask, I will be pleased to answer them to the best of my ability. Also, if there is anything about the illustration you do not understand, I shall be be pleased to explain.

#### Soda Water Literature.

One can not know too much about his business and this is as true of the dispensing of soda water as of anything else. I believe in having everything I can that may throw any light upon the business of which I have made such a study, and it is always with pleasure that I read a new book, many of which are sent me in course of a year from various sources.

#### MacMahon's Latest Receipts.

Came to me a few days since and it is of such value that I wish to call the attention of my readers to it for a moment, and to give an idea of its valuable contents, which covers many of the important points for manufacturing carbonated waters, compounding syrups, and dispensing all kinds of carbonated drinks. Particular instruction is given as to how beverages should be served in the most attractive manner. It also gives many fine formulas for

fancy syrups and mixed drinks. Mr. Mac Mahon is, undoubtedly, one of our best dispensors and many of the receipts given by him may well prove to be worth the price of the work. At present Robert M. Green & Sons of Philadelphia have the control of this book, and they are presenting one to anyone buying or aiding them in the sale of an apparatus for them. Anyone who is progressive and desirous of advancing in his business, should write them for full particulars and secure a copy of this work. Please mention SPATULA Soda Department in writing.

The new soda water book recently published by Chas. Lippincott & Co., Philadelphia, isreviewed in our book department, q. v.

#### What and Where To Buy.

CF In sending for circulars or catalogues to any of the firms below mentioned, mention The SPATULA. The favor will be appreciated and it may help you, as it will show you are a live, wide-awahe druggist and mean business.

Fountains-Robert M. Green & Sons, 1413 Vine street. Philadelphia.

Fountains - Chas. Lippincott & Co., Arch street, Philadelphia. Carbonators-The New Era Carbonator Co., 120 Portland

St., Boston. Tumbler Washers-L. L. Rowe, 24 Portland street, Boston.

emen Squeezers, Milk Shakers, etc., Erie Specialty Co., Erie, Penn.

Erie, Penn.

Gem Ice Cream Spoon.—Gem Spoon Co., 4 Oakwood Ave.,
Troy, N. Y.

Well Ice Shaver—Fox, Fultz & Co., New York & Boston.

Slone's Paper Yulep Strams—M. C. Stone, 1218 F street,
N. W., Washington, D. C.
Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle &
Sons, 81 High street, Boston, N. E. agents.

Phillips Foundain Checolats—The Chas. H. Phillips Chemical Co., 7 Plne street, New York.

Aromatic Tincture of Orange—Weeks & Potter Co., Boston. Mass.

ton, Mass.

Soda Claret, Champaigne Soda, etc.—Duroy & Haines Co., Sandusky, Ohio.
Soda Checks, Soda signs, sign-making outfits, Soda Guide (in preparation). The Spatula, Boston.

### A NEW PREPARATION.

A new cordial, Cordial Celertine, will be extensively introduced soon, through the Weeks & Potter Co., of Boston, as sole distributors. It is superbly bottled, and instead of being served after dinner it will be taken before breakfast. It is a handsome distillation from herbs and contains in solution the wellknown formula so much used by physicians and hospitals to "rejuvenate" victims of alcoholic excess or extreme mental exertion. In other words, it is a "morning bracer" and will undoubtedly meet a ready sale.



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## Dollars & Cents

#############
CONDUCTED BY THE SPATULA.

Mutuality.



HE primary motive of this department is, and always has been, to benefit in every possible way the retail druggists who are looking for ideas whereby they may increase their business, and as has been said before, in order to accomplish this object it is necessary to

have the hearty co-operation of the druggists themselves. We must work hand in hand and the first half of an ancient saw-"two heads are better than one"—is applicable right here. If you are running a drug store in Portland, Me., and possess the happy faculty of evolving and consummating practical plans for the building up of your business, you must not forget that there is, perhaps, a brother pharmacist in San Diego, Cal., who could make use of the same plan, advantageously. In "Dollars and Cents" it is our desire to bring together ideas and thus produce a sort of mutual benefit or exchange department, sandwiching in, here and there, our own ideas, suggestions and criticisms. We assure you we will try hard to do our part, and all it is necessary for you to remember is that epigram so drolly spoken by David Harum, "Do unto the other fellow as he'd like to do to you—but do it fust."

Now it is up to you and let there be a goodly showing for next month's issue of the SPAT-ULA. Who will be the first to fall into the ranks of volunteers?

Study Your Surroundings.

How shall I advertise? What shall I advertise? Those are the all important questions that are continually rising in the minds of druggists. Every druggist should know just how to best approach the people of his own town or city with his advertising, but, sad to relate, there are comparatively few who do know. All advertising is some good, even poor advertising, but it is very necessary to use a big bunch of tact if a man would be successful in these days. In some localities where the druggist is surrounded principally by people of culture and learning, he can best gain their trade and confidence by calling special attention to the purity of his drugs and the carefulness he displays in compounding prescriptions. This always appeals to a cultured folk most forcibly, as accuracy and purity are generally parts of their creed.

Not that we mean you may be careless if you run a drug store in a small manufacturing

town that is populated by laboring men. Far from that. The dispensing counter should always be looked after more vigilantly than any other department of your store, whether you are located in Irvington-on-the-Hudson or among the marl pits of New Jersey, but there is a right way and a wrong way of approaching the people of both these sections. Study your people.

### Advertising a Novelty.

There is, however, among others, one plan good in any locality and one that is bound to give favorable results wherever used. It is the advertising of a novelty. To every druggist who is in doubt as to how he may increase his business—and even to many who do not think they are in doubt—we would say, "Advertise a novelty."

One of the mistakes most often made by the retail druggist, and a mistake which is absolutely inexcusable, is the seeming endeavor to call attention, in his advertisements, to everything he keeps in his store. Just the other day we saw a small, single column ad. in a country newspaper, in which a druggist mentioned forty-two different articles he had for sale. There were no reasons given why these articles should be bought, and when we finished reading this conglomerate mass of words we could not for the life of us, so confused were we, tell what he did not call attentention to. Now, the advertising of a novelty does away with all this confusion and will bring far better results. Do not try to mention your whole stock in a four or six-inch ad., but choose some one article, not necessarily staple, but anything that you can convince people would be worth while to have, and then advertise it, alone and forcibly. It is a very good plan to run a novelty steadily for say two weeks, and then change to another article for two weeks, and so on, indefinitely. For the druggist with a good public to draw from there are few better courses of newspaper advertising to follow.

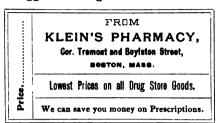
By using this method you will bring people to your establishment with the fixed purpose in mind of examining and purchasing one particular article, and when they come it will depend largely upon the treatment they receive at the hands of yourself and your clerks, whether they will come again. It will also depend upon the article you advertise, and by this we mean that you should take great care that nothing but the truth be told in your ads. about the specialty you offer. If customers find that they have been brought to your store through a misrepresentation of facts they will lose confidence in everything you tell them in the future. If anything, let the article be even better than you claim. All this will be of benefit to you, however small it may appear at first. The most you can expect of a single ad. is that it will induce prospective buyers to patronize you once. As for the rest it lies with you.

### Selecting Your Novelty.

In selecting your special article, great care should be taken to see that you choose something that will appeal to people and also give you good profit. We know of one druggist who bought a barrel of pure pepper and packing it in neat cans of one pound, with his own label, advertised it as "Absolutely Pure-for 25 cts." The result was that he sold the entire barrel in a week. If you follow the suggestion made above to continue this method of drawing trade by changing articles every two weeks, it would be wise to make them, alternately, appeal to men and women. For instance, you might announce a really fine cigar for a week or two, and then change to a "Special Violet Water Sale." If you regularly use large space in newspapers you might advertise these two at the same time, but unless your space is more than is usually taken by druggists, we advise you to confine it to an effectively written announcement of one article. Try this scheme and let us know how well it pays you.

#### "Stickers."

There is a scheme that has been carried out by many druggists, especially in cities, with great success, and that is the using of small "stickers." They should be pasted on all of your goods before it leaves the store, except fancy perfumes, bric-a-brac and articles that would be marred by the presence of a label. We have on our desk a sticker used by a Boston druggist and we give it here as a model:



They would not cost you much and might benefit you.

#### Booklets.

It is our intention to devote most of this department, next month, to the subject of periodical announcements issued by druggists. Ideas will be suggested as to how to accomplish the best results by getting out booklets, circulars, etc., regularly. This is a broad field and many druggists have entered it. Let us hear from them with samples of their work Again we would respectfully refer you to the opening paragraphs of this article and trust you will not only read but heed.

### Good Windows.

Two drug store windows in Boston are always surrounded by a crowd of interested onlookers. One is located on Washington street and shows how a certain pill is manufactured; the pills are mixed, rolled and packed ready to be sold in this one window. The other window is in a store on Summer street and contains the jaw-bone, teeth, etc., of a huge whale. Scattered about the window are yellow placards filled with interesting facts about whales, and behind these are heaped piles of a cough remedy. The window is labelled "A window about whales," and one large placard tells how fearless are the whalers who fight the huge fish, and how brave they are at sea. It goes on to say that these whalers only lose their nerve when on shore with a bad "land cough," which many of them cure by taking the cough remedy piled in the window. It is very attractive and hence, effective.

A Boston druggist uses this convincing catch phrase, "We will cure that cough of yours. for 50 cts. or refund your money."



On account of criticisms made by some people of the above cut, which we have used as a trade-mark, we will make a present of ONE HUNDRED DOLLARS (\$100.00) to any person who will show to us a more satisfactory or suggestive figure or representative sketch of a man coughing, or in the act of coughing than the above.

[From a recent advertisement of a well-known Boston Druggist.]

LIKES IT.

Am well pleased with it. H. KNECKT. Pollock, La., Jan. 18, 1900.

#### UP-TO-DATE.

With others I must join in saying that your up-to-date journal is much appreciated and always looked for. S. L. TAYLOR.

Minnedosa, Manitoba, Feb. 6, 1900.

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### H Deadly Httraction.

"Just now we are engaged in the making of tons of cyanide of potassium," said a member of a firm of manufacturing chemists, "and of all poisons, this, to my mind, is the most dangerous, because of a singular quality it possesses. It is in appearance so very attractive to those who handle it that they are often seized with an almost overwhelming desire to eat it. To one man it probably suggests sugar, if he has a fondness for saccharine substances, and to another snow newly fallen; but to both it is so alluring that they may only overcome the temptation to put it in their mouths by great force of will power.

"The very men who make it and who are most familiar with its deadly properties are pursued by an unreasonable desire to eat the poison, and as long as they remain in its vi cinity this extraordinary craving endures. They know that to give way to the craving means death almost instant and horrible, and, as a consequence, are usually able to resist the strange temptation, but during the last ten years we have been engaged in the manufacture of the drug four of our most intelligent and steady workmen have committed suicide in this way."

"Ever feel like eating it yourself?" asked the reporter.

"Yes," the manufacturer replied. "Many times when in contact with the cyanide fumes, and have had to leave work precipitately in consequence. So well is this curious fact known in all works where cyanide of potassium is made that there are always two men at work together, and a jar of ammonia, which is the antidote to the poison, is kept at hand.

"Potassium is one of the most interesting substances known to chemical workers. The metal itself is scarcely used at all in the arts, but its many salts are of immense practical value, being used largely in the production of gun powder, fertilizers, medicine and dyeing compounds. Cyanide is a compound of cyanogen with a metallic agent. Cyanogen is a colorless, poisonous liquefiable gas, which has the odor of almonds and burns with a pur-

ple flame. Cyanide of potassium is made by burning potassium, an alkali metal, in cyanogen gas, and is really a prussiate of potash. It is produced also in blast furnaces in which ore is smelted, with coke or coal, and is permanent when kept dry, but decomposes readily in moist air. It crystallizes in dry, octagonal blocks, and is extremely soluble in water. It has the odor of prussic acid and kindred bitterness of taste. Cyanide of potassium is also used in electro-metallurgy and photography to a considerable extent. It will remove metallic oxides, the juices of fruits and indelible ink."—New York Sun.

#### MUTUAL.

The pretty girl was admiring herself in the mirror over the soda fountain as she slowly sipped a hot chocolate. The soda fountain noticed her and whispered, consolingly, to himself, "You are a beauty, I'll admit, but I have a pretty good phiz myself."

#### ANOTHER.

"That's one on me," said the bottle, as the clerk slapped a "Poison" on it.

At Munich, there is a hospital which is entirely supported by the sale of old steel pens and nibs collected from all parts of Germany. They are made into watchsprings, knives and razors.



TOO LATE.

"Ah'm an actah, suh, an' want some flesh cullud grease paint."

"Sorry, but we are just out of lamp black."

### Books, Catalogues, Pamphlets, etc.



MANy concern publishing matter of especial interest to our readers is invited to inform us of the fact that it may be properly chronicled in this department.

Eight thousand manuscripts were received by the Ladies' Home Journal during the year just closed. Each was given a careful reading, but out of the entire number only eighty were found suitable of publication.

One can hardly invest ten cents to better advantage in the purchase of current literature than by procuring a copy of the Pebruary issue of the National Magazine. If your newsdealer does not have it in stock, send direct to the publishers, at 91 Bedford street, Boston.

"How to Make Your Window Pay Your Rent" is an illustrated pamphlet of about the size of the SPATULA, published by Messrs. Hance Bros. & White, Philadelphia. It contains pictures of window trims advertising their specialties.

The February issue of the Coca Cola News, published by Seth W. Fowle & Sons, has ap-

peared and contains some interesting statistics. It claims that in 1899 there were sold 281,055 gallons Coca Cola, which represents 35,968,000 separate, individual drinks. This is an increase of 31 per cent. over the business done in 1898.

Mr. John P. Lyons, the first editor of the SPATULA's Publicity Department, and now in charge of the advertising of the United States Rubber Co., ("the Rubber Trust") has sent us a series of calendars that are as handsome specimens of the lithographer's art as one often sees. \*Their attractiveness is increased by the fact that it takes so long to find out where the advertising treatise comes in.

An interesting little booklet has reached us which contains recent decisions of the highest courts in the phenacetin patent litigations. It will be particularly useful to the trade inasmuch as it contains newspaper clippings of proceedings brought against infringers and smugglers, showing that the stand taken by the owners of the patent has been sustained by the courts. The pamphlet is published by the Farbenfabriken of Elberfeld Co., 40 Stone street, New York.

### The Lippincott Book.

The "Book of Instructions and Sundry Catalogue," just published by Messrs. Chas. Lippincott & Co., of Philadelphia, is one of the

finest works of its kind that has ever been brought to my notice. It contains nearly three hundred large pages, and is handsomely bound and illustrated with cuts showing how to set up the company's apparatus, and has illustrations of all the various accessories needed to conduct a fountain. The directions for care of and setting up of a fountain are very explicit, and such that one ignorant of the business could easily understand them. Added to this is a fine selection of formulas for both syrups and fancy drinks, and it is noticeable that they have been carefully selected and are all first-class. A selection of formulas of mineral waters is among the noticeable points in the book. Complete directions are given for the manufacture and bottling of the various carbonated beverages. Part II is given to cataloguing of sundries and apparatus in such an artistic manner as to make it a very valuable addition. In fact, the book is an addition to one's library of soda-water books that no one should be without, and it is obtainable at a very reasonable For further particulars address the company at their office at Philadelphia, mentioning the SPATULA.

#### WHERE TIME BEGINS ITS FLIGHT.

"If one could have truly rapid transit, and be able to pass along the meridian of one hundred and eighty degrees from the North Pole to the Equator in a moment," writes John Ritchie, Jr., in the January Ladies' Home Journal, "he would have a strange experience if the time selected for the journey were a few moments after midnight on the morning of Tuesday, Jan. 1, 1901, the first day of the twentieth century. Near the Pole it would be the twentieth century, Tuesday morning; at sixty degrees north latitude it would be Monday morning that was beginning, the last day of the nineteenth century, for here it is that the western sweep of the date-line includes the Aleutian Islands in the American day. At thirty-five degrees north latitude it would be again Tuesday in the new century."

### WOULDN'T THINK OF IT.

Have taken the SPATULA from the first and would not think of giving it up as long as I was in the drug business. Thos. Morris.

Meadow Grove, Neb., Dec. 8, '99.

### THE PHENACETIN QUESTION.

Phenacetin has grown in favor so rapidly that it has caused a large number of counterfeits and adulterations to spring up and many peddlers and venders are selling these spurious mixtures to pharmacists.

In buying these injurious substitutes the druggist not only becomes liable to prosecution by the owners of the patent, but he also runs the risk of a damage suit at the hands of those patrons whose lives may have been endangered by its use. When a pharmacist buys a counterfeit he can never be quite sure as to what the mixture contains, and hence has no right to use any but the legitimate Phenacetin bought from licensed jobbers when dispensing physician's prescriptions.

We believe pharmacists have always derived a good profit from the sale of the legitimate article, and there is no reason why they should subject themselves to legal prosecution for the sake of the very small additional gain that may be derived from the handling of products obtained through illegal channels.

In case of a suit against a druggist for death or injury caused by furnishing a spurious or adulterated article when Phenacetin is prescribed, it would be humiliating, to say nothing of the legal effect, to have to admit that he purchased important and expensive drugs from a peddler, and it would certainly be construed to be negligence on the part of the druggist not to make the most exhaustive test of drugs purchased by him in this way, before dispensing. When you purchase from a reputable jobber, you are entitled to rely on the labels on the goods which he furnishes you.



EASTER CONCEITS.

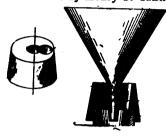
(Duplicates, either, 5cc.; of the two 6oc.; with the SPATULA, \$1 25.)

### Chat's New.

Manufacturers, whenever putting novelties of interest to the drug trade upon the market, are requested to send us circulars that we may make, free of charge, illustrated announcements in this department.

LIQUID SAVER.

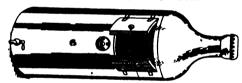
Patented by Henry T. Cahill, West Union.



W. Va. A device having a bore of different diameters, one portion of which is adapted to receive the neck of a bottle and the other por-

tion of which is tapered to receive the tube of a funnel, and also having an air-escape outlet opening into the tapered portion of the bore.

ADVERTISING REFRIGERATOR.



Patented by Freeman M. Young and Francis E. Thompson, of Arlington, Mass. Claim I: "An advertising-refrigerator consisting of a box or casing in the form of a bottle, the body portion having a door or doors and adapted to contain ice and material to be kept cool, and the neck portion being separable

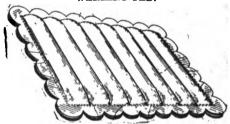
from the body portion and provided with racks for supporting glasses."

LEMON SQUEEZER.



Patented by John J. Kizler, Hillsboro', Kansas. The official claim says that this is "a fruit-juice extractor constructed of relatively stout or heavy spring-wire bent into the form of a cone, the elements being spaced and having a spiral dispesition, and a handle at the smaller end of the cone to be grasped when steadying and relatively turning the extractor."

WARMING PAD.



Patented by Lyman Cheney, Nashua, N. H. Claim: "A warming-pad for medicinal purposes, comprising in its construction a suitable soft covering which is formed with a plurality of independent pockets, which are filled with soapstone in a dry powdered state, the whole pad being flat and flexible throughout, so that it can be conveniently applied to or around the afflicted part.

C. H. GRAYES & SONS,

ALCOHOL MANUFACTURERS AND ... WHOLESALE LIQUOR DEALERS,

35 Hawkins St., Boston, Mass.,

| <del>|</del>

ACTUAL MAKERS OF ALCOHOL and COLOGNE SPIRITS.

Proof, quality, quantity guaranteed.

### Gaduol (Ale. Ext. Cod-Liver Oil, MERCE)

Contains the alterative constituents of the oil without the fatty matter. Merck's Digest No. 4 presents formulas for palatable mixtures of Gaduol.

### Tannalbin (Tannin Albuminato)

Anti-diarrheal. Free from the usual disadvantages of lead, bismuth, and silver salts. May be had as powder or in 5-grap. tablets.

### Ichthalbin (Chthyol Albuminate,)

An odorless and almost tasteless powder. Employed instead of ichthyol wherever the latter is indicated internally. Two forms: Powder and 5-grn. tablets.

### Largin (Stiver-Protaibin, LILIENFELD)

Bactericide and astringent; used in gonorrhea and infectious eye diseases Largin contains 11.1% of silver.

### CREOLIN-PEARSON.

(Saponised Coal-Tar Creceote.)

The Ideal Disenfectant, Deodorant, and Germ-Destroyer.

Window Advertising and Booklets free on request.

### Thiocol (Guaiscol-Sulphonete of)

A water-soluble form of guaiacol. According to the U. S. Dispensatory (18th ed., p. 1675), guaiacol acts "by forming compounds in the blood with the toxic by-products of the tubercle bacillus and aiding their elimination."

Thiocol is employed in phthisis, chronic coughs and chronic catarrhs of the gastro-intestinal and genitourinary tracts. Three forms of Thiocol are on the market: Powder; 5 grn. Tablets; and Syrup (with working formula on every label) containing 5 grn. Thiocol in a fluid dram.

### Dionin (Ethyl-morphine Hydro-)

Cough sedative, antispasmodic, and analgesic. Prescribed in the treatment of bronchial and phthisical coughs, and for combating pain in gynecological cases; also in chronic morphinism. Dionin may be had in powder form or in  $\frac{1}{2}$  grn. tablets.

### **Orexine Tannate**

(Phenyldihydroquinasoline Tannate, KALLE)

An efficient appetizer and gastric tonic. Orexoids (4 grn. tablets of Orexine Tannate under the label of Merck & Co.) are on the market as well as the powder form.

LITERATURE ON REQUEST.

MERCK & CO., UNIVERSITY PLACE, NEW YORK.

You will be charged no more if you mention the SPATULA.



### The Drug Market.



HE past month has seen many and startling changes, the like of which has been unknown for a long time. Quick changes have followed each other in rapid succession, and one has been obliged to keep sharp

watch in order to be with the market. Carbolic Acid, Quinine and Cocaine still occupy first place and seemingly will do so for some time. The jobbers report good business and collections fair. There is no reason why a good Spring business should not be near at

OPIUM is without interest and price is declining. All sorts of reports are in circulation regarding the growing crop, and a little life may be put into the article later.

MORPHINE-Firm at the advance and de-

mand good. QUININE-Extremely active and advancing. Foreign manufacturers are very firm in their views and holders are again happy. The last bark sale passed off at an advance of fully fifteen per cent. and this further served as an incentive to lift prices, which have nearly reached figures which were a short time ago considered high. Look out, they are nearing the top.

CARBOLIC ACID still holds first place in general interest owing to continued scarcity. Higher or lower prices are immediately at hand. Guess which, you'll do as well as another, but first look up the situation closely.

COCAINE has had a \$1.25 drop, easy too, and yet, look for another, it's coming. It's laughable to see how few friends an article has immediately the downward movement sets in;

then it's a hustle to get out.

MENTHOL hangs along. 'Tis said foreign influences have kept the price down, when every indication pointed toward an advance. Now comes the season of greatest demand. Apparently, the same "influences" are at work, for the price is still weak.

COD LIVER OIL-Very weak, for holders seem timid at the prospect of a large catch this season, which would preclude any advance this year. A two or three dollar a barrel drop is among the possibilities.

ACONITINE has advanced very materially. PILOCARPINE is also much higher.

CITRIC ACID has had a 6 ct. rise, which has caused an advance of 4 cts. in citrates.

NAPHTHALINE-If you use much of this article make your contracts at once. Remember last year, and conditions this year are much more favorable to an advance.

INSECT POWDER AND POWDERED HELLS-BORE are also articles which should interest the large dealer. Don't get caught short.

IODIDES-All higher and market is firm. CHLOROFORM—Firm at the recent advance

and another one is not unlikely. CAMPHOR has had a remarkable advance, and the market abroad even warrants a further

rise. The Japanese Government is in rather of a quandary as to what to do with this industry. Its agents at many of the distilleries have been killed and the plants destroyed and this discouraged the work, so that crude is becoming scarce and the markets are constantly hardening. Another rise in price is looked for, in fact, we are likely to see 60 ct.

camphor before very long.

ESSENTIAL OILS have varied but little in price. Many are, however, somewhat lower or tending that way, notably Wintergreen, Anise, Bitter Orange. Messina Essences are without interest.

Roors—Jamaica Ginger lower. Goldenseal still high and Ginseng extremely so. Ipecac some 50 cts. a lb. lower and tending downward.

SEEDS-Flax continues high, the barrel price being about 3 1-2 cts.

### ATTENDS TO BUSINESS.

Druggists placing their orders for liquors with the enterprising firm of Messrs. Clarke, Riley & Co., successors to I. D. Richards & Sons, 35 Commercial street, Boston, are sure of receiving not only the best quality of goods but also very prompt attention. The firm is one of the oldest liquor houses in Boston and is thoroughly reliable.

There are many merchants who think they could be very good and successful ones if they had better luck, who only lack management and economy.



シアシアの

### PAYS THE WAR TAX.

NO ADVANCE IN PRICE.

\$33.60 per gross. \$2.80 per dozen.

Jobbers sell in gross lots, 5% and 21/2% off.

### THIS IS THE GENUINE.

THE KIND YOU HAVE ALWAYS HANDLED.

IT PAYS TO HANDLE RELIABLE GOODS.

Send for Counter Wrappers, Cartons and Cards.

THE CENTAUR COMPANY,

77 Murray St.,

Chart Flitcher.

Presid en

When writing advertisers please add the word SPATULA.

M. A. A.

### AN INJUNCTION.

A decree and injunction has been issued by the United States Circuit Court against Samuel E. Strong for manufacturing vessels for containing and administering volatile liquids, and thereby infringing upon the Freis Bros. kelene tubes. The defendant manufactured two vessels, single neck and double neck, that were like the kelene tubes in every essential feature.



CHAS. LAWRENCE & CO.

103 Commercial Street, Boston.

### A SIDE LINE.

A druggist in a New Hampshire town carries Providence river oysters as a side line. But that is mild compared with another thrifty New England apothecary who conducts an undertaker's business as an adjunct.

#### A NEW METHOD.

An old-fashioned method of clearing a chimney from soot is to throw a piece of sheet zinc on the fire and allow it to burn. As the fumes passed through the chimney the soot is burned away and the chimney cleared. An Englishman has just improved on this by rolling the zinc into the form of a cylinder which is then filled with a mixture of sulphur, saltpetre, salt and sawdust, whereby the combustion is intensified. He has obtained a patent on the combination.

#### ILLUSTRATED ADS.

For ten cents the SPATULA will send to any of its readers thirty-two illustrated ads. designed and written especially for druggists. They are all ready to be sent to your local paper, needing only the addition of your name and address.



### DRUGGISTS,

AIM TO PLEASE YOUR CUSTOMERS.

WHEN A LINIMENT IS CALLED FOR, SELL

FOR 25 YEARS



FOR 25 CENTS

PER BOTTLE

We Warrant it to Give Satisfaction

Requests for advertising matter promptly supplied.

OR REFUND MONEY.

Quality, Quantity and Profit Right.

MINARD'S LINIMENT MANUFACTURING CO., - BOSTON, MASS.

Don't forget to say you saw their ad. in the SPATULA.

## HIGH-GRADE Soda Water Apparatus

### A FEW POINTERS.

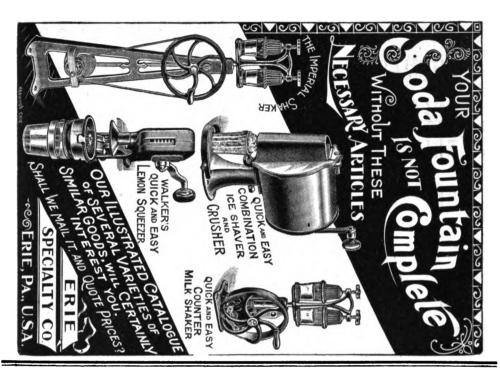
| WE ARE—  |
|--|
| The Pioneer Carbonators and manufacturers.     |
| WE CLAIM                                       |
| Originality, Excellence and Superiority.       |
| WE BUILD——                                     |
| The Largest and most practical fountain.       |
| WE HAVE———                                     |
| The most convenient and economical system.     |
| .WE WILL                                       |
| Substantially warrant all of our apparatus.    |
| WE OFFER——                                     |
| Moderate prices, also very liberal terms.      |
| WE ONLY  |
| Offer the very highest grade obtainable.       |
| WE MUST———                                     |
| Sell surplus stock of second-hand apparatus.   |
| WE WANT-                                       |
| . To quote some special inducements to you.    |
| WE CAN-  |
| With improved facilities fill orders promptly. |
| WE MAKE  |
| The Automatic and continuous carbonator.       |
| WE MAIL————                                    |
| A Portfolio illustrated in colors. FREE,       |

ADDRESS American Soda Fountain Co.,

CHAS. LIPPINCOTT & CO

OFFICE, 930 Arch St., Philadelphia, Pa.

Den't forget to mention SPATULA when writing advertisers.



### DRUGGISTS' **ORDERS**

For Liquors receive prompt attention at our hands.

### **CLARKE, RILEY & CO.,**

35 & 37 Commercial St..

Established 1820.

BOSTON.

American condensed milk is gaining a foothold in the Asiatic markets. It is rapidly supplanting the German product in Japan.

When you expect a salesman, advertiser or window trimmer to be original don't insist that he shall do everything exactly in your way.

If you are stocking up for your soda fountain, Arom. Tinc. Orange W. & P. Co. should be included. That is, if you wish to serve the best orange in town.

### FEBRUARY



#### HEROIC.

A man in a Connecticut town -and an Adventist - having been troubled with corns, from which many remedies brought no relief, is reported to have removed the offending members by means of a chisel and mallet.

published monthly at 255 Main St., Binghamton, N. Y., tells subscribers where le. How to advertise suc-

to buy mail order goods at wholesale. ceasfully. Exposes postal frauds. Inserts clean ads. at roc. a line (no discount), cash with order. THRER MONTHS on trial, 10c. None free. One dollar per year.

### PHFNACFTIN

U. S. Patent No. 400,086, dated March 26, 1889.

U. S. Trade-Mark No. 18,637, dated Nov. 18, 1890.

### **SULFONAL:**

U. S. Patent No. 391,875, dated Oct. 30, 1888.

U. S. Trade-Mark No. 15,986, dated Nov. 6, 1888.

### TRIONAL:

U. S. Patent No. 396,526, dated Jan. 22, 1889. U. S. Trade-Mark No. 16,308, dated Feb. 26, 1889.

### ARISTOL:

U. S. Patent No. 446,875, dated Feb. 24, 1891.

U. S. Trade-Mark, No. 17,393 dated Jan. 14, 1890.

We caution druggists to buy the above named drugs only from reliable wholesale druggists and jobbers.

The purchase of these drugs from itinerant venders has subjected many druggists to litigations.

Besides the liability to us for damages, there have been frequent instances of the sale of counterfeit packages filled with spurious goods on the part of the irresponsible peddlers.

We are prepared to carry on a vigorous campaign to maintain our rights.

### Farbenfabriken of Elberfeld Company,

Selling Agents for the U. S.,

40 STONE ST., NEW YORK.

We have mailed a circular containing legal decisions and newspaper clippings of legal proceedings, to every druggist in the country.

If you have not received one, write to us for a copy.



FROM THE CHEMIST AND DRUGGIST.

BABY'S AILMENT—Wife (sleepily): "What is the matter with baby?" Husband (on the walk): "I think he is suffering from an attack of yellow fever."

DIED HAPPY—Visitor: "So your poor husband has passed away, Mrs. Murphy. He died happy, I hope?" Mrs. Murphy: "Oi think so, mum. The last thing he did was to crack me over the head with a medicine-bottle!"

"There are things in nature," remarked the philosophical physician, "that completely overawe me. Often do I experience the greatest difficulty in finding language to express myself." "Yes," replied the chemist, "I thought it must be something that way when I try to read your prescriptions."

NEEDS NERVE—Dentist: "I see that I shall have to kill the nerve." Patient: "For heaven's sake don't! It would ruin me in my business. I'm a life-insurance agent."

A PROVERB APPLIED—"Are these goods pure and unadulterated?" inquired the customer. "To the pure all things are pure," replied the oilman, evasively.

The Sultan of Turkey is said to pay two German apothecaries \$5,000 a year each, with board and rooms in the palace and the service of several attendants. But the cost of maintaining for sale a proper supply of G. O. Taylor Old Bourbon and Rve Whiskies is a mere bagatelle, especially in view of their age, purity and strength. Put up only in bottles and sold by Licensed Dealers generally. See that our firm name is on the label and over the cork. Sealed bottles only. CHESTER H. GRAVES & SONS, Sole Proprietors, Boston, Mass.

GULITY NEVER VARIER.

FIRST SOID May, 1873.

BOTTLED
MEDICINALLY PURE.

For MEDICAL PRACTITIONERS' PRESCRIPTIONS
SOID by Licensed Deciers

EVERYWHER AS OUT FIRM HAME OF FACE
and HECK LABEL.

VELOX for permanency.
VELOX for uniformity.
VELOX for simplicity.
VELOX for artistic effects.

\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*

Velox Unexcelled.
PRINTS DAY OR NIGHT. NO DARK ROOM.



sole manufacturers, Nepera Park, New York.

Chicago Office. 35-37 E.Randolph St.

Order from your dealer, and if he does not fill your order WE will,

Refuse to accept Velox not in original packages bearing our trade-mark.

It's ALL PROFIT (TO THE LAYMAN)—Customer: "Well, you chemists are a fraud. You put in a few drops of that stuff, fill up with water, and charge is. 3d." Chemist: "Sir! I should like to give you the whole bottle."

SCHOOL EXAMINER—"What is the meaning of 'false doctrine'?" Schoolboy: "Please, sir, it's when the doctor gives the wrong stuff to the people who are sick."

### SOAPS, ANTISEPTICS.

Soaps containing antiseptics have been found to possess less antiseptic power than the same amount of such substances without the soap. In disinfecting the hands, a non-antiseptic soap can first be used, and the desired antiseptic afterward applied to greater advantage.

Harjohn's London Sachet Powders, handled by the Weeks & Potter Co., are acknowledged to be unsurpassed by those of any other make. The manufacturers offer four handsome glass jars free with an order for four pounds. It is a bargain.

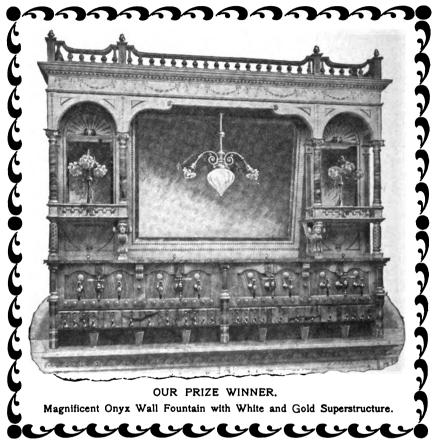
FOR SALE. Any one contemplating the purchase of a Soda Water Apparatus will receive advantageous information by addressing THE KEYSTONE SODA FOUNTAIN CO., No. 40 Hutchinson St, Phila., Pa.

Mention the SPATULA. It will show you are a live Druggist.

### Triumph at Export Exposition! Silver Medal,—Highest Prize

SOLE AND ONLY AWARD FOR SODA FOUNTAINS!!
CARRIED OFF BY OUR POLAR SYSTEM!!

The Trust Got Nothing,—No Merit.



At every exhibition where the Soda Fountain Trust has competed with our apparatus, we have carried off the first prizes. In fact, in every contest we have had with the Trust we have been victorious. We have placed most important contracts in spite of their bitter competition and misrepresentation of our fountains. We beat them in a patent suit in which they spent three years of valuable time and upwards of five thousand dollars trying to prevent by injunction the sale of our fountains.

PICK A WINNER FOR 1900 When you buy the new fountain. Don't buy an outclassed Trust make. Get the apparatus that the competent and disinterested judges of the National Export Exposition decided to be the best now on the market, viz., GREEN'S POLAR SYSTEM. Send for Catalogue of elegant designs if thinking of buying a soda fountain or exchanging your present fountain, and for our Illustrated List of Seconds if you want to "make a show" at small cost, or are "doubtful whether soda would pay," and don't care to invest much money to try the venture.

### ROBERT M. GREEN & SONS,

Factory and Onyx Works, 1413 to 1417 VINE ST., PHILADELPHIA, PA.

Please add "SPATULA" to your letters.



### HOMEOPATHIC VIALS

-AT-

### MANUFACTURERS' PRICES.

UP TO ONE DRACHM SIZE, . . . 45c. per gross.
TWO DRACHM SIZE, . . . . 50c. per gross.

T. C. WHEATON & CO., Mfgr. Druggists' Prescription Ware.

MILLVILLE, . N. ]

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### March, April, May

Are the months when there is the greatest demand for Hood's Sarsaparilla, and every indication points to an enormous increase in the sales this year.

We gratefully appreciate the fact that retail druggists have been ready to supply this demand in the past, and feel confident they will do so now.

This is merely a reminder for you to look over your stock of Hood's Sarsaparilla, Hood's Pills, Hood's Tooth Powder, and Hood's Medicated Soap, then order TO-DAY, if necessary.

The advertising for our preparations will be, as heretofore, original, unique and effective.

If you wish printed matter with your advertisement thereon write to

C. I. HOOD & CO., Lowell, Mass.

### BOTTLE STOPPERS.

### COLLAPSIBLE TUBES.

Pill Machines

Pill Compressors.

Suppository and Bougie Moulds.



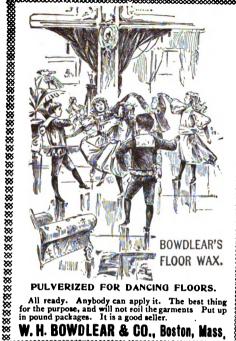
Metal
Syringes.
Breast
Pumps.
Collapsing
Drinking
Cups.
Caps for
Screw-neck
Bottles.

Order from your wholesale dealer.

A. H. WIK∠, 913 TO 917 CHERRY STRE

NEW YORK Representative, FRANK P. WISNER, 101 Bookman S

If you mention the SPATULA it will do us all good.

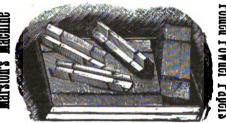


### PULVERIZED FOR DANCING FLOORS.

All ready. Anybody can apply it. The best thing for the purpose, and will not soil the garments Put up in pound packages. It is a good seller.

W. H. BOWDLEAR & CO., Boston, Mass. 

### Up-to-Date Druggists use



They not only save 1me and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

| Numbers. | Price<br>per 1000 | Size<br>when folded. |
|----------|-------------------|----------------------|
|          | .30               | 176 x %              |
| 3        | -40               | 2 % X 11-16          |
| 4        | -48               | 2% × %               |
| S.B      | .50<br>.80        | 2% X 1 1-16          |
| 8 _      | .70               | 3 3-16X3 13-16       |
| 6-B      | .70               | 3 3-16X3 13-16       |

Estimates for any size and quantity furnished upon application. Special conapplication. Special con-tracts made with large man-ufacturers of Rochelle and

Headache powders.
Samples sent FREE on application by mentioning THE SPATULA.

For sale by all wholesale truggists and dealers in

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### "How to Become Registered."

A guide teaching you plainly how, when and what to only to pass the State Board Examination successfully. ostpaid, 50e.; with THE SPATULA one year, \$1.10.

### CORKS! **CORKS!** CORKS!

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OUR GOODS ARE CUT FROM ONLY FINEST GROWTH OF CORK BARK, IMPORTED AND SELECTED BY US.

### American Cork Co.

67 BLACKSTONE ST..

Boston, Mass. #44444444444<del>4</del>



MACHINE.

Absolute Guarantee.

Will compress 100 tablets a minute, any size up to 10 grains.

\$25.00 Three Sets of Dies Write for particulars.

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trated magazine of 200 pages for Business Men. No up-to-date druggist can afford to be without it. It will save him many times its cost. Subscription only \$1.00

3 (wo-cent starsps will bring a trial subscription for three months. Address exactly: The Book-Rooper, 174 Campus Bldg., Detroit Mich.

Do not forget us when writing advertisers.

## DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scatter-ing about counter

your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

## Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. — 17 cts. profit on each bottle if bought in 3-dos. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.







Y. & S. LICORICE, 4, 6, 8, 12 and 16 sticks to lb. Packed in 5-lb. boxes: 25, 50 and 125-lb. cases, bulk.

CORRUGATED Y. & S. STICK LICORICE. (Patented Aug. 15, 1899.) Put up 80 sticks in printed wood boxes; a striking and desirable novelty just introduced.

ACME LICORICE PELLETS, 5-lb. cans; 5c. boxes. Y. & S. LICORICE LOZENGES, 5-lb. cans; 5-lb. glass-jars.

MANHATTAN WAFERS. 2 1-2 lb. boxes, Pliable Licorice.

The above kept in stock by all Wholesale Druggists.

Pow'd Root; Pow'd Spanish and Greek Extracts, in convenient packages.

Illustrated Catalogue on application to-

YOUNG & SMYLIE, Brooklyn, N. Y

You will be charged no more if you mention the SPATULA.

### The WEEKS & POTTER CO., Boston,

<del>-------</del>

Are sampling physicians with their new preparations:

ELIX. HYPOPHOSPHITES, W. & P.

Dexter XXX Whiskey

Ess. Pepsin, W. & P. .

Fld. Cascara, Arom., W. &. P.

and QUINONA.

Retail dealers are respectfully requested to stock the same in case they are called for. Any jobber will furnish them,

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### IMPERVIOUS DRUG BOXES.

In Strength, Lightness and Beauty of Finish, Superior to all ethers.

1-4 oz. to 16 oz. Black Walnut and Silver Poplar. Buy of Wholesale Bruggists.

MOUNT WASHINGTON BOX CO. PRESTON & MERRILL, Prop's. Boston, Mass



Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. Handbook on Patents sent free, Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the

### Scientific American.

A handsomely illustrated weekly.

Culation of any scientific journal, Terms, \$3 avear; four months, \$1. Sold by all newsdealers.

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### TEULON'S MAGNETIC RUBEFACIENT

The only remedy warranted to CURB Pneumonia and Diphtheria is still manufactured. The retail trade supplied by

FULLER, FULLER & CO., — LORD, OWENS & CO., Chicage, ILL.,
And other leading Wholesale Dealers throughout the country.

Send to cents for sample to

RUBEFACIENT CO., Newton Upper Falls, Mass.



### CATCH PHRASES IDEAS.

A little book worth its weight in gold To All who Write Ads, Show Cards, Circulers or other Business Litersture. The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address

The Advertising World, Columbus, Ohio.

"FOR HE DOTH GIVE US BOLD ADVERTISEMENT."
"MORE LIGHT."—Southe.



ILLUMINATED MORTARS and SIGN:
[McL. Price:]

For Oil Gas or Electricity. New Dealgras, Artistic Finish,
Briking Lifects, The, Best and Boldes: Advertiseme

Write for complete Catalogue to

### THOS. HUCHES,

20 Clinton Place, - - - New York,

### HOW TO MAKE TABLETS.

By FRANK EDEL.

A treatise on the manufacture by retail druggists, of all kinds of compressed tablets, together with a large number of practical formules. By mall, 2850; with the Spatula one year, \$1.00.

When writing advertisers please add the word SPATULA.

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**National Importance** 

# The Sun ALONE CONTAINS BOTH.

Daily, by mail, - - - \$6 a year

Daily and Sunday, by mail, \$8 a year

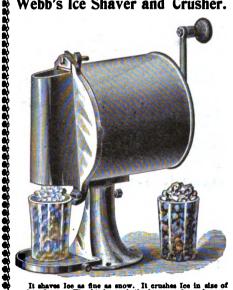
### The Sunday Sun

is the greatest Sunday Newspaper in the world.

Price 5c. a copy. By mail, \$2 a year

Address THE SUN, New York.

### Webb's Ice Shaver and Crusher.



It shaves lee as fine as snow. It crushes Ice in size of grains of sorn. The blades to both shaver and crusher are adjustable, so as to shave or crush either course or fine, as may be desired. The machine weighs about 18 pounds.

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THE BEST AND NEATEST PLAIN AND LACQUERED

ARE MADE BY
JOSEPH G. Taite'S SONS,
PHILADELPHIA, PA.

DECORATED TIN BOXES.

FOR SALE BY
DRUGGISTS' SUNDRYMEN.

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THE PEOPLE WANT IT.

Xanax

IT CIVES A GOOD PROFIT.

Xanax

WRITE EAR AUGUIDERAL AFFE

It is the best remedy for Coughs, Colds, Asthma, Incipient Consumption, etc., that has ever been put upon the market. We have other remedies also that are quick and sure sellers, and give the dealer a good profit. Every pharmacist should send at once for our special offer to druggists. We make it an object to handle our goods.

The Xanax Company, 16 ARGYLE ST., EVERETT, MASS.

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Don't forget to say you saw their ad. in the SPATULA.

## OUR NEW TABLETS.

Well Advertised—Demand Assured.

ANTIKAMNIA LAXATIVE TABLETS. FIVE GRAINS EACH.



FAC-SIMILE-ENLARGED.

A Laxative Analgesic and Antipyretic.)

ANTIKAMNIA AND QUININE LAXATIVE TABLETS, FIVE GRAINS EACH.

FAC-SIMILE—ENLARGED.

(A Tonic-Laxative, Analgesic and Antipyretic.)



ONE SIZE ONLY.

### The Antikamnia Chemical Co., St. Louis, U. S. A.

From all Jobbers—Ounce Packages Only One Dollar. Supplied direct on receipt of price when not obtainable from your jobber.



Sold at Factory Prices by the leading Wholesale Druggists and Druggists' Sundriesmen throughout the country.

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cents will give you "Business," the business man's paper, a trial trip for three months. Deals with business matters in a practical manner. Edited by J. S. Robertson, for 8 years advertising manager Robert Simpson Co.'s large department store, and treats specially of advertising. The J. S. ROBERTSON CO., Mail Building, Toronto.

\*\*\*\*\*\*\*\*\*\*\*\* P. HANSON & CO.

Spanish Castile Soap, Powdered Soap. 218 STATE ST., BOSTON, MASS.

The Standard Remedy."

# FERATED

Pure Sandal Wood Oil Various Combinati

> "THE PIONEER CAPSULE HOUSE." H. PLANTEN & SON. Established 1836.

FILLED & EMPTY GELATINE CAPSULES. 324 William Street, New York.

## NOT NECESSARY TO TEST THEM ON THE PATIENT.

For they are tested by us on the living animal, and their efficacy established beyond all doubt. Ours is the only House in the country that maintains a laboratory equipped for the especial purpose of testing drugs physiologically. All drugs not amenable to chemical assay, such as aconite, cannabis indica, convallaria, digitalis, ergot, elaterium, strophenthus, and other toxic and narcotic agents, are submitted to a careful physiological test before they leave our laboratory. If you want fluid extracts that have been standardised and their reliability determined beyond all question, specify P, D. & Co., and you will get them.

#### PARKE, DAVIS & CO.,

Home Offices and Laboratories, Detroit, Michigan.

BRANCHES in New York, Kansas City, Baltimore, New Orleans, and Montreal, Que. BRANCH LABORATO-RIES: London, Eng., and Walkerville, Ont.

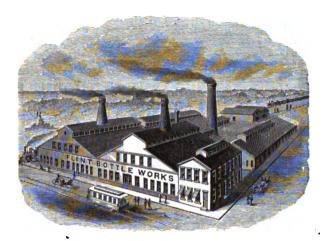
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The Ad-Writer

The paper that warms the cockles of the ad-man's heart— a menty and mighty independent sheet that gets at the kernel of things and has no room for tommy-rot. You may not the it—but wait till you see it. Sample copy. Ten Conts. Stamps \$1.00 for 12 mos.

If you mention the SPATULA it will do us all good.

## **GLASSWARE**



We are headquarters for all kinds of Bottles, Plain and Lettered Prescription Ware, Private Mould Ware in Flint, Green or Amber.

OUR prices are the lowest and our shipping facilities are unusual, as we can ship from stocks in Boston and New York, and direct from factories in Baltimore, Md., Philadelphia, Pa., Pittsburgh, Pa., Woodbury, N. J., and from factories in Ohio and Indiana.

WRITE FOR PRICES BEFORE ORDERING ELSEWHERE.

## Druggists' Sundries. Rubber Goods.

Write for a free copy of the latest number of "DRUGGISTS' SUNDRYMAN," devoted to soda fountain supplies for the coming season.

## FOX, FULTZ & CO.,

31 Warren St., NEW YORK. 18 Blackstone St., BOSTON, MASS.

Please add " SPATULA" to your letters.

## CONTROL OF THE PROPERTY OF THE

The Art of Dispensing.—Treats of all the manipulative details involved in compounding medical prescriptions, special attention being given to dispensing difficulties and to notes on new remedies. This popular work has gone through five editions, and five reprints of the Fifth Edition in ten years. Price, postpaid,

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Solentific Mysteries.—Parlor Magic, giving directions for producing the most interesing Chemical, Optical and Physical Illusions. Price, postpaid, 80c.

Sole Agents for United States, McKesson & Robbins, New York

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Do you desire to Prepare for a Board of Pharmacy Examination, or for other reasons to improve your knowledge of Pharmacy?

Have you a clerk or apprentice to whom you desire to recommend a profitable and inexpensive course of study?

The National Institute of Pharmacy supplies a course of Home Study at once thorough, practical and inexpensive. It consists of

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BY WILLIAM C. STEVENS,

Professor of Bolany in the University of Kansas.

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Catalogues of books on Pharmacy, Medicine, Chemistry, etc., free upon application.

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MEDICAL PUBLISHERS.

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#### <del>Jecéteceseseseseseseseses</del>z YOUR AUTOGRAPH.

Made into a Rubber Stamp, will save you time and labor in many ways. I will mail, post-paid, on receipt of \$1 25, one of my "Autograph Stamps" (fac-simile of your signature) together with an engraved wood cut your signature) together with an engraved wood cut (which alone is worth price of whole outfit, and can be used for printing purposes), also a self-inking pad What more could you expect for \$1.25? As this is a limited offer, don't lose any time but order at once. N. B. When ordering, write with ink and not too large.

adbourne EAST CAMBRIDGE, MASS.

## Position Wanted by Expert Soda Manufacturer. One who understands the art of

dispensing, the manufacture of syrups; the handling of fruits and fruit juices, the making of ice cream and or truits and truit juices, the making of the cream and water ices or sherbets, etc. In fact everything pertaining to the business. Understands the management of help, is an able buyer and capable of taking complete charge of fountain. Married,—sober,—industrious,—best of references, and will go to any part of the U. S. on a good contract. Address S. W. E., SPATULA, 74 India Street, Boston.

National Dispensatory.

New 5th edition. Revised according to the Seventh Deceanial Revision of the U.S. Pharmacoponia. Im-perial Nov. 2206 pages. "Full sheet," postpaid. 68.60; with The Spatula one year, 68.60.

Mention the Spatula. It will show you are a live Druggist.

Established in 1840.

## **National** Institute of Pharmacv

#### A System of Home Study.

Printed Lectures by Mail. Simple, Thorough and Inexpensive. Endorsed by Members of Every Board of Pharmacy.

> Announcement giving particulars, Terms, etc., upon application.

Dearborn and Harrison Streets. CHICAGO, ILL.

## The Standard of Excellence.

HENRY TROEMNER.

710 Market Street, - - Philadelphia.



Druggists' Fine Counter Scales. Prescription Scales, Weights, &c.

The Old Reliable, no experimental, patented principles used. They are used exclusively by all the United States mints and assay offices, and by all the leading Universities, Colleges, &c.

Price List on application.

Every Scale has our name stamped upon it — none others are genuine.

THE PROBLEM SOLVED.

## REVOLVING SPONGE CASE.



Height of case, 50 in. Diameter of case, 26 in. Height of each wire container, Front width of Side length "
Back width " It has ten separate compartments, thus making it possible to grade your sponges. There are always some pieces in a case better than others. An ordinary case of sponges can be assorted into three grades, and you can in this way make

more money than trying to sell at one price. The Sponges are always on exhibition. If sponges are properly marked the case becomes

a silent salesman.

a stlent salesman.

The Eureka is roomy, and at the same time takes up comparatively little room in the store; is on castors and can be easily moved.

The case is nicely balanced, an iron rod running through the center from base to top, on which it revolves perfectly, making it possible the ballet have the accustoment of groupes before to bring the entire assortment of sponges before

to bring the entire assortment of sponges before a customer without delay.

The top of the case is about two feet in diameter, admitting of a beautiful display of a palm (as above) or any potted plant.

The exterior of the case is hard wood and glass, oak or cherry, natural finish.

The compartments wire racks glass front.

Ten compartments, wire racks, glass front, each swinging open as shown in cut.

OPEN.

CLOSED. PRICE \$24, F. O. B., New York or Boston.

31 Warren St., N. Y. FOX, FULTZ & CO., Sole Eastern Agts. 18 Blackstone St., Boston.

Advertisers like to know where their ads. are seen.

WROTE last month regarding the value of advertising for the retail druggists and I think the subject still worthy of consideration. I am a believer in advertising. From this it need not be implied that I think all advertising pays. All good advertising undoubtedly does, but even this is subject to many degrees

and qualifications. All advertising which I do for my customers I know to be highly profitable, because I have tested it hundreds of times till it admits of no further doubt. In this connection I know there prevails in the mind of the druggist a feeling that the de-partment store, wherever he is brought in direct competition with it, gives him (the druggist) little opportunity to sell goods at a profit. The large department store is under an enormous expense and must therefore sell goods at not only a profit, but a large margin of profit. It is true that some wellknown or staple goods are sold at little more, or, in some instances, a little less than cost. These figures are heralded abroad in the newspapers to get the public into their establishment and to give them the impression that they are selling all their goods at the same low prices, when, as a matter of fact, their average profits are larger than that of the druggist. Two or three incidents lately coming under my notice so nicely illustrate this that I will give them to show the druggist that he hasn't half as much to fear as he thinks, provided he uses the means at his disposal or follows the suggestions which I have to offer my customers in the trade-getting line. A friend of mine was recently taking into consideration accepting the agency for a line of goods manufactured in New York. He consulted me regarding the advisability of doing so. The goods—a sam-ple of which he had received—sold for \$1.75 each, or \$21 per dozen. It was a household article, useful and also ornamental. a question of how many might be sold to the dealers in New England at the price above named. He informed me the firm had already written him that they were selling quite liberal quantities to two of the large department stores of Boston. The question then arose in his mind whether they would not sell them so low that the smaller dealers would refuse to handle the goods. To settle this question he decided to call upon the department store and inquire for the goods and see at what price he could buy. He was informed that he had come at a happy time, for him, as they were then selling the goods at a very low price—little (?) more than cost
—\$8 98 each. Being a druggist, and only

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acquainted with their modest margins of twenty-five per cent., I am unable to give you the per cent. of profit here obtained and will let you figure it out for yourself. About a week previous to this I met an old acquaintance, formerly in the dry goods business in a country village, now employed in another large department store in Boston. He said, "If I could have obtained the profits this house gets, I could have retired on the business I formerly did in five years with enough to last me the remainder of my life." Another incident related to me of a well known large department store in a Western city. A manufacturer sold them several cases of a particularly popular ladies' article of wear. This house advertised the goods at twenty-five cents less than the cost and a great cry went up from all the other dealars. A travelling man from another house said to the proprietor, "I don't see how you can afford to sell those goods at a loss." The proprie-tor said. "I have placed upon those goods the best salesladies I have in my establishment, and if anyone of them sells more than three in one day she will be discharged. They are never allowed to fit the customer, but one that pays a profit will be found to fit. Those few cases will last me all the season." The whole success of the department store is based on advertising, and still more advertising. Low prices are simply the bait concealing the hook with which they catch their fish. They are throwing their hook over into your pool and don't even post a sign to "keep cff the grass." You have better goods at lower prices, but you have failed to notify your trade or make them fully understand this. There are other ways of im-There are other ways of impressing them than advertising goods at less than cost, if you will only adopt them. It is my business to find those ways and post my customers. You hold many advantages over the department store if you see fit to take them in hand. The department store is willing and eager to overshadow you, and you are a partner to the crime by quietly and and minimizatively aiding in the game. When submissively aiding in the game. When shall we talk the matter over together with a view to obtaining for you the share you are entitled to in this trade? It is being satisfactorily obtained for hundreds of my customers in a volume which they have never been able to realize heretofore. Opportunity stands waiting. Don't make her so weary that she will be shy of your approaches when at last you make up your mind.

C. H. BANGS, Pres.
C. H. BANGS DRUGGISTS' FIXTURE CO
Jewelers' Building, Boston, Mass.

<u></u>

## Mlacards.

Exactly what you want for your Soda Fountain, your counter, your shelves and your windows. Each placard is 7 x 11 inches, is printed on excellent quality 6-ply coated card board, rich in dark blue ink, and is neat and handsome. They will be sent postpaid at the following prices:

Entire set of 25, \$1.25; with the Spatula one year, \$2.00. Selection of any 10, .75; 1.50.

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Special signs will be printed to order at reasonable prices.

LIST OF SIGNS: ORDER BY NUMBER ONLY.

- 1-Dainty Soaps at dainty prices.
- 2-Soda Water. Palate pleasing.
- 3-Hot Water Bags. Prices at the go-quickly point.
- 4-Did your Doctor recommend an Atomizer.
- 5-Good Spices-our kind-the best kind.
- 6-Nursery needs.
- 7-Many smokers buy their smokes here.
- 8-Toilet helps. Little odd things at odd little prices.
- 9-Everything for baby's toilet.
- 10-Soap cases. Handsome and moderate.
- 11-Hot Water Bags at low prices.
- 12-Dependable Atomizers.
- 13-Our Bath Spenges are expansionists. Try one.

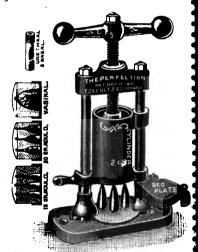
- 14-Atomizers. All the wanted kinds.
- 15-Perspiring humanity relieved at our fountain.
- 16-Worthy hair brushes. Long bristles, solid backs.
- 17-Soda water, bright, sparkling, cold, refreshing.
- 18-Richest novelties in toilet goods.
- 19-A big headache stopped for a little money.
- 20-Too hot to hurry. Rest at our fountain.
- 21-Good morning! Want a lemon phosphate.
- 22-Try our soda, there is no better.
- 23-Vacation and traveling hints in our cases.
- 24-Chocolate soda, rich and creamy.
- 25-Hair brushes. Luxurious goods at necessity prices.

THE SPATULA, 74 India Street, Boston.

#### We do not sell

our booklet which tells all about the Perfection Suppository Machine and a lot of other specialties we make. We send it gladly to any druggist who is interested enough to drop us a postal.

This booklet will tell you why the "PER-FECTION" is the best suppository mould made, and how much it costs, and how much it will It will also tell you some intersave vou. esting facts about the "Pearl" Suppository and "Little Diamond" Tablet Machines, Automatic Funnels, Bottle Washers, Ointment Blocks, Rubber Covered Spatulas, Pill Rollers



and Cutters, Powder Dividers and many other specialties.

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When writing mention SPATULA. It will do us all good.

## Patent Paper Julep Straws.



#### These Straws

Are made of Manilla Paper, thoroughly saturated with hot paraffine wax of high melting point, and are entirely FREE FROM TASTE OR ODOR. They can affect neither the quality nor taste of anything ever used as a drink. Every straw is sweet. clean and perfect.

#### Stone's Patent Julep Straws

Can be used but once as they always show the marks of use. But one straw is necessary for each drink. No cracked or musty straws. No time is wasted in hunting for perfect straws. They are CHEAPER and BETTER than natural straws. Their use assures Health, Cleanliness and Economy.

I refer to all reputable druggists in the country who use them at soda fountains in preference to natural straws. All first-class clubs, hotels, saloons, restaurants, etc., use my straws. If you try them once, you will use them always.

#### I DO NOT SELL AT RETAIL.

Write for Samples and Prices.

#### STRAW PATENTS.

The attention of the trade is called to the fact that artificial paper straws were first invented and introduced by the undersigned, who is still the sole manufacturer, and that they are fully protected by Patent No. 375,962, dated January 3, 1888, covering broadly any and every straw made of paper in imitation of the natural straw. Any infringement of the rights granted by this patent will be promptly prosecuted to the full extent of the law.

M. C. STONE, Sole Manufacturer,

1218-1220 F Street N. W., Washington, D. C.

NOTE.—I am now putting up my straws in bundles of 100 straws each, for family use (without change in price), so that the retail druggist can sell them to his customers. These straws are now largely used in sanitariums, hespitals, and by physicians generally for administering medicines and nutriment. These straws can easily be bent by the attendant, if desired, without injuring their effectiveness. Please state, in ordering, whether the 500 package or the 100 package is desired.

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HEROIN HYDROCHLORIDE its water-soluble salt.

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AMERICAN BOX AND LABEL FACTORY,

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## Elixir of Heroin with Terpin Hydrate SCHIEFFELIN'S."

One dessertspoonful of this Elixir contains two grains of Terpin Hydrate, and one twenty-fourth of a grain of Heroin.

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The association of heroin with terpin hydrate in the form of an elixir affords a most agreeable and efficient means of utilizing the combined effects of these remedies in bronchial and pulmonary affections. Under their use the cough is alleviated, expectoration rendered easier, and dyspnœa relieved without un-Write for pamphlets. pleasant after-effects.

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A REVELATION.



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These machines are adapted to all conditions and for all purposes where carbonated waters are manufactured and dispensed.

They are absolutely new in principle, simple in construction, and easy to operate.

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#### One Cent Per Gallon.

No up-to-date dispenser of Soda Waters can afford to buy his carbonated water.

Send for Catalogue of different styles and capacities of machines and testimonials.

## NEW ERA CARBONATOR CO.,

129 Portland St., Boston, Mass.

## THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. YI

#### Boston, March, 1900

No. 6

#### The Spatula

An illustrated magazine devoted to the business and protessional interests of druggists.

| THE SPATULA PUBLISHING Co., | Editors and Publishers. Pharmaceutical Editor |  |
|-----------------------------|---|--|
| PROFESSOR W. L. SCOVILLE,   |   |  |
| FRANK C. VOORHIES,          | Assistant Editor.                             |  |
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Address all correspondence and make all checks payable to

THE SPATULA PUBLISHING Co.,

Telephone, Boston 1127. 74 India Street, Boston.

to Duplicates of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

#### "Keep Sweet."



Now that the spring and summer season is upon us it behooves us more than at any other time to keep sweet. It is not always

easy to do so, but that it is always best to do so there is not the slightest doubt. The pharmacist who so little understands the demands of his business as not always to keep his store sweet and clean had best not keep it at all. He has missed his vocation.

#### Children's Dictures.

We are much pleased with the responses that we have received to our invitation to our druggist readers to send us photographs of their young and immediate descendants. We publish in this issue an engraving made from the first reply we received to our request, and we shall probably publish in future numbers many others that we have either received or hope to receive during the coming months. We

are confident the series will prove to the world that the successful pharmacist knows not only how to manufacture pills and tablets, but how to produce as well as pretty and as attractive children as anybody in America, Europe, Asia or Africa. If you have a kid you are proud of send us his photograph; it will at least be appreciated.

#### **Window Trimming,**

The Spatula begins in this number a department devoted especially to practical hints on window dressing. It is our intention to publish in each number a half-tone illustration of a window trimmed especially for this purpose, together with a short description of the way it was done. Each example of this kind will be such that it may be followed by any ordinary pharmacist whether he have a large or a small store. The department will be in charge of Mr. Charles A. Miller, who is well known to our readers, and who wishes to make the department as helpful as possible. earnesily invites questions and correspondence on the subject.

#### H Moman Manted.

There is a growing demand for women pharmacists in the public hospitals and dispensaries which make a speciality of treating women and children. Since the patients and physicians are all women, it is pleasanter to have the medicines dispensed by a woman pharmacist than to have a

male druggist sandwiched in. But of those women who enter pharmacy, so many find it profitable in working in or running stores, it is difficult to find candidates for the hospital and dispensary positions.

#### H factor In Life.

The average cost which sickness places upon the "Man with the Hoe" in addition to his other burdens, is no small item. Statistics derived from sick-insurance in Germany, in 1898, show that of nearly eight millions of workingmen who were insured, nearly one-third were ill at some time during the year, the average duration of sickness being seventeen days. means a heavy loss in wages alone. but add to that the cost of physician's services, medicines, foods, etc., (in the case of the uninsured) and this is a serious factor in the life of the people. It is this fact which, more than anything else, prevents idealistic conditions for both medicine and pharmacy. Sickness is too expensive a luxury to be indulged ideally.

#### Ethics.

Many pharmacists and physicians are reluctant to acknowledge that the meaning of ethics, as it applies to them, has changed markedly in the last decade. Moral nature has not changed, nor never can, but ideals are constantly changing, and moral obligations must change with them. New conditions create new demands, and release us from some of the old obli-

gations. The principles of ethics are constant, but the applications of them vary. So some things which ten years ago were regarded as unethical, are now accepted as entirely right and proper. A frank recognition of these facts will clear up many puzzling questions concerning the future of medicine and pharmacy, and will help to pave the way for better conditions. But it is necessary in acknowledging a change in ethics not to confound with it a repudiation of ethics, which may also be observed if one looks for it.

#### The Evolution of Sickness.

There is a marked resemblance between the causes of diseases in plants and in man, and in the means taken by nature to combat them. This is shown in a resemblance in diseases oftentimes, and in a resemblance in the parasitic cause of the disease. The formation of alkaloids, tannin and volatile oils in plants is one of nature's methods of combating vegetable illnesses, and corresponds to the formation of toxins and antitoxins in man. One eminent bacteriologist has suggested that the virulence of many of our pathogenic germs may be due to their recuperative powers when grown upon plants after passing through animals. And now another bacteriologist finds that the fungus which produces "canker" in trees is very similar in character and properties to the parasite which accompanies and perhaps produces cancer in man. The tree canker-fungus when inoculated into

rabbits produces cancerous ulcers in the rabbit, and the cancer parasite when grown on a plant produces the "canker" in all respects resembling that produced by the vegetable fungus. Is all life the same?

#### lom lom lom

The Editor of the Medical World spends two pages of his valuable space in reviewing the wickednesses of the pharmacist and picturing his "grievous punishment." The arch sin of the pharmacist, according to his judgment, is that he "deliberately and after repeated warnings played the traitor to the medical profession" and has failed to "tender apologies" therefor. He has sold patent nostrums, refilled prescriptions, counter-prescribed and substituted. "Retributive justice" demands his annihilation, at least of the majority of him. He solemnly predicts that "the next few years will see a



LOOKING AT THE PICTURES IN LAST YEAR'S SPATULA.

great thinning out of drug stores," and he says it in a sorrowful tone. Well. mebbe so. But the SPATULA doesn't feel very blue over it. We know good, live, thoughtful pharmacists who honestly believe that the prospects for the drug business are as bright to-day as they ever were, and who even smile occasionally as they consider the future. We would like to suggest to Dr. Taylor that he looks at the same question through spectacles of a different hue, for there's another color in it. The pharmacist is not sinless, neither is he the only sinner, and retributive justice will have to do a lot of annihilating outside of the drug stores if she settles this question on Dr. Tavlor's plan.

#### The Cutting habit.

A subscriber who lives in a town where competition is not so fierce as it is in the larger cities and who evidently believes that cutting under any circumstances is to be condemned, writes us as follows: "Aside from the injustice done the manufacturers of proprietary medicines, the cutting

habit has a more or less demoralizing effect on the retail druggists themselves. The main idea in the minds of cutters is to get ahead of their rivals by cutting prices down until almost no profit is realized on patent medicines and while this is unfair, still there is nothing absolutely wrong about it: but how often does this cutting stop here? When a druggist once acquires the habit he will not stop at proprietary articles, but will begin to cut prices on prescriptions and everything else he handles and with the result that he will be compelled to buy poorer drugs and hence dispense impure medicines in order to secure a profit. This is demoralizing, to say the least, and the conscientious druggist will not do it. Be conscientious." The reference that might be drawn from this that cutting and impure drugs are apt to go together is manifestly unjust. Many druggists who are distinguished most of all for their cutting propensities have also the reputation of buying and selling only the best of pharmaceuticals and other goods. Of course, unfortunately. it is not always so.



TALKING IT OVER.



"THE NEW PRESCRIPTIONIST"
(Prize photograph by H. F. Ruhl, Manheim, Pa.)

#### Prize Picture.

Our prize contest for the best photograph of some subject connected in some way with the drug business, which closed at midnight on Mar. 15, was even more successful than we anticipated it would be. We received a large number of photographs, nearly all of which possessed much merit. The prize of five dollars was won by Mr. H. F. Ruhl, Manheim, Pa. contribution "The New Prescriptionist" we reproduce in half-tone. Other contributors whose photographs deserve especial mention for their excellence are: G. H. Holmes, Claysville, Pa.; Dr. J. F. Schnebly, Baldwin, Kan.; Herbert G. Robertson, Dundas, Ont.; A. V. Rand, Wolfville, N. S.; Charles A. Charles, Malden, Mass.; T. Wesley Richardson, East Helena,

Mont.; T.W. Grimes, Salisbury, N.C.; Mrs. C. H. Starrett, Toronto, Kan.

We hope to reproduce some if not all of these photographs for the amusement and edification of our readers in forthcoming numbers of the SPATULA. In the meantime, we shall always be pleased to receive anything in this line our subscribers may care to send us.

#### TEACHING HIM BUSINESS.

Papa—Willie, do you know what "sidelines" are?

Willie (who hangs around the livery stable)
—Sure. Any guy knows dat. Traces, o'
course.

#### POOR QUALITY.

Johnnie Extract, the druggist's son, and Willie Curem, the doctor's pride and joy, had been fighting, and, living up to all traditions, they carried on most of the warfare by means of words.

"Well," said Willie, "who are you aryway? My pop says that your father keeps the poorest drugs in town."

This made Johnnie wince, but true soldier that he was, he came back with a squelcher.

"You needn't talk," said he, "your father don't keep any better stock. Didn't he bring twins to our home last year, and didn't they both die? Now, Smartie."

THE SPATULA earnestly desires short articles, ranging from a single paragraph to 1500 words, from practical druggists upon practical subjects connected with the business of the druggist. It wants particularly articles whether long or short, within the limits mentioned, which describe novel methods which might to advantage be adopted by other druggists; also amusing incidents, anecdotes, short pieces of humorous poetry, queer prescriptions and orders, or anything in short that will instruct or interest our readers. Such contributions must in every case be original, or never before printed, and written on only one side of the paper.

M Send in your questions, we don't know everything, but we have facilities for finding out a great deal.



MISS MAY REYNOLDS.

[Miss Reynolds, the writer of the following interesting letter, is one of the many young ladies who have entered pharmacy and made of it a success. She is at present and has been for several years pharmacist at the Howard Hospital, Philadelphia.]

#### Amenities.

Gentlemen: — Enclosed please find check for two dollars, which I think pays up my subscription until April, 1901.

You often ask druggists to write you of the funny things that happen, so I send the following which you can use or not as you see fit.

A prominent young professor in giving a course of lectures on pharmacy to a class of women medical students, gave one lecture on the different mixtures employed in pharmacy. At the close of the lecture three or four of the students went to the lecturer and one of them asked him this question, "Prof. ——, what is Duke's Mixture?" The Professor studied a while and finally admitted he had never heard of it, but said he would look it up and tell them at the next lecture. When the next time came he told them he was sorry but he had been unable

to find anything about Duke's Mixture in any of the books. The student thinking the joke had gone far enough said, "Well, Prof. —, I guess you don't use much tobacco." The Professor told this on himself and remarked incidentally that he never felt so cheap in his life as he did at this moment.

A certain physician has a patient who thinks she knows a great deal. The doctor gave her a prescription, of which one of the ingredients was Tr. Gent. Co. Some time afterward the patient wished to have the prescription re-written, and by way of a reminder to the physician said, "Why. Dr. R—, don't you remember it was the prescription that had Tincture of Gentlemen's Company in it."

Another patient of the same physician, an old darky woman, was told to get a dose of compound cathartic pills from the druggist. On seeing the physician again, she said, "Doctor, that druggist just laughed and laughed when I asked him for those pills." The doctor said, "Why what did you ask him for?" The old darkey said, "Why, I asked him for a dose of confound cathedral pills same as you told me." Very truly yours,

MAY REYNOLDS.

Howard Hospital, Phila., Mar. 4, 1900.

THE GENUINE.

A rubber-neck—the hot water bottle.

THE ONLY WAY.

Jones (who hasn't seen Brown for ten years)
—Hello, Brown, old man, glad to see you.
You are looking prosperous. How do you do?
Brown—Advertise.



## .Greek and Roman Pharmacy.

BY C. J. S. THOMSON.



OME at an early period gave birth to several philosphers and practitioners in the art of healing. Cornelius Celsus, who is thought to have

been a Roman, was a much esteemed writer of the time, and his works on medicine show the advanced state of surgery and medicine during the Roman Empire.

His work on-medicine gives a considerable insight into the pharmacy of the Romans in his time. With reference to their weight, he says, "I would have it understood that in an ounce is contained the weight of seven denarii; next, that I divide each denarius into six parts, that is, sextantes, so that I have the same quantity in the sextans of a denarius that the Greeks have in their obolus."

Of the methods of administration employed in early Roman pharmacy the malagma was commonly used. It was a kind of soft mass composed of herbs and gums beaten up to the consistency of a thick paste, and applied to the skin. Numerous formulæ for malagmas are given, in which pellitory, myrrh, resin, cardamoms, ammoniacum, galbanum, etc., are included. The malagmas corresponded with our ointments. Then they used plasters, of which the basilicon of galbanum, pitch, resin, and oil in an improved form has survived two thou-Troches, for healing sand years. wounds, were composed of dry medicines held in suspension by some liquid such as wine or oil. Pessaries (vaginal) were first originated by the Greeks, who called them pessi. The ingredients were placed in a piece of wool, and thus used. Powders and snuff were also common methods of administration.

Antidotes for bruises, bites, and poisons were regarded as extremely important. One was called Ambrosia, which Zopyrus is said to have compounded for the King Ptolemy; another was the celebrated antidote of King Mithridates.

The Greeks called their embrocations or ointments euchrista. The catapotia was the method used for internal administration in liquid form, for which many recipes are given by Celsus. The following will serve as an example:—

Athenio's Catapotia for a Cough.

Myrrh, pepper, each p. X i.
Castor, poppy tears, each p. X i.

which are bruised separately and afterwards mixed.

For venomous bites the treatment of the ancients, if the wound was severe, was first cupping, or if slight, the plaster of Diogenes was applied, or a salt fish bound over the wound. A curious remedy practised by the Greeks for hydrophobia was to throw the patient suddenly into a pond, and "if he could not swim let him sink several times, and thus drink; if he can swin, keep him down at times until he may be satiated with water, for thus at once," writes Celsus, "is both the thirst and dread of water removed."

Their antidote for nearly all poisons was warm oil, given in order to induce vomiting.

The word collyrium, now applied to

a lotion for the eyes, was also used by ancients, but they gave it a greater latitude, and also employed it to describe a composition of powders wrought to a pasty consistence with some liquid, and formed into something like a tent for insertion into cavities.

Of the chemical bodies and drugs known both to Greek and the Romans the number is not a few.

Cinnibar, which seems to have been known from a very remote period, was the name applied to the red sulphide of mercury, and also to dragon's blood. It is doubtless of the latter Pliny says "he believed to be the gore of a dragon crushed by the weight of a dying elephant, with a mixture of the blood of these animals." Copperas, lead. alum, copper and iron were used as styptics.

Myrrh, frankincense, cardamoms.



BED TIME.

linseed, isinglass, and cobwebs as astringents.

Galbanum, storax, bitumen, are recommended for promoting suppuration, while pennyroyal, sulphur, pellitory, stavesacre, ox-gall, scammony, rue, and opium were all included in their medical recipes.

Dioscorides was the first to attempt to record in anything like a methodical manner the many drugs and chemical substances used by the early Greeks.

Pedacian Dioscorides, born in Anazarba in Cilicia, was a Greek physician who lived in or about the second century. He gathered a great portion of his information on materia medica during his travels with the Roman army, which he accompanied on several expeditions in his capacity of physician. Afterwards he wrote his great work 'Peri Hules Iatrikes' (about materia medica), which for fifteen centuries or more remained one of the chief authorities on that science. It treats of all the medicines then in use, with their preparation and action as then known. The works of this early physician first appeared in a Latin translation in 1478; the first Greek edition being published in 1499. The work was afterwards translated into Spanish, Italian, French, German and Arabic.

In describing the Papaver sativum and its virtues in this work, he says, "It is not improper to subjoin the method in which the opus, or juice, of it is collected. Some then cutting the poppyheads with the leaves, squeeze

them through a press, and rubbing them in a mortar, form them into troches. This is called meconium, and is weaker than the opus. But whoever desires to gather the juice must proceed thus. After the heads are moistened with dew let him cut round the \*asterisk with a knife, but not penetrate through them, and from the sides cut straight lines in the surface, and draw off the tear that flows with his finger into a shell. And come again not long after, for it will be found standing upon it, and the day following it will be found in the same man-Hence the old name poppy ner." Dioscorides was also learned tears. in the preparation of wool fat, which he calls œsypum, known to modern pharmacists as lanoline. He savs. "œsypum was the oily part collected from sordid wool, thus. The wool is washed in warm water and all its sordes expressed; the fat floated with a froth, and upon throwing in some sea-water it subsided; and when all the œsvpum was obtained from it in this manner it was purified by repeated affusions of water. When pure it had no sharpe taste, and was in some degree astringent and appeared white, and was emollient and filled up ulcers."

Recent excavations made at Pompeli and Herculaneum have thrown some further light on various articles in the materia medica as is existed in the days just preceding the destruction of those cities. Aloes seems to have been held in high esteem by the practitioners of the time, and was employed



we learn from the historian, in twentynine diseases. It was prescribed in doses from 1 to 111 drachmas (about 68 grs.), and mixed with wine was employed to stimulate the growth of the hair. Aconite, we find, was used in four diseases, and was supposed to be an antidote to any poison which might exist in the system. Other remedies mentioned include gum acacia, colocynth, elaterium, gold, silver, copper, and elecampane. It is further recorded of the latter drug that Julia Augusta, daughter of Augustus Cæsar, used to eat the root daily.

Of the vegetable remedies about 150 are enumerated, and of these the cabbage seems to have held a prominent place. Other favourite medicines were rye, garlic, anise, mallow, rose, and lily.

In the animal kingdom the remedies contributed were numerous, being mainly the various parts of man and beast. Among some of the least disgusting, hair, blood, saliva may be mentioned.

Scrapings from the bodies of athletes mixed with the oil with which they anointed themselves were used as a tonic. The hair of a man torn from the cross was used as a remedy for quartan fever. The hyæna was employed as a medicinal agent in seventy-nine diseases, and the crocodile, chameleon, lion, elephant, camel, and the hippopotamus all contributed certain curative agents. Wool fat was held in great esteem.

Of minerals, iron, lead, nitrum, salt. gold, tin, silver, realgar, copper, and misy, a combination of the sulphates of copper and iron are enumerated. Most of these articles are mentioned by the second Pliny, who was killed during the eruption of Mount Vesuvius which buried Pompeii.

## WHY. A DOGGEREL.

Do you ask the reason why
The druggists do not think and try
To write and show their skill
In making pills for those who're ill?
It would not come far amiss
To say the reason is simply this:
We have too many men like Dash,
Who will do nothing except for cash.
So we jog along each day,
Each in his own particular way,
Never trying to help our brother
Only scheming to do each other.
TARACICUM T. WITTERS.

JUST SO!

March 10, 1900.

The SPATULA is all right.
FRED P. BOYDEN.
Chicago, Ill., Feb. 4, 1900.



WINDOW TRIM NO. 1. DRUGS AND CHEMICALS.

## Practical Pointers for Pharmacy Mindows.\*

BY CHARLES A. MILLER.



HE task of designing, arranging and explaining a series of articles containing hints with illustrations for druggists' windows, that shall be con-

tinually interesting is I fear a difficult one. For I look out through and far beyond the two windows over which it is my duty to preside, and in my mind's eye I see a myriad drug windows of many sizes and varied adaptability to pleasing and successful dressing.

While the ideal window for the pharmacy should be that which always presents an appearance that impresses a stranger that he will find an estab-

\*Copyright, 1900, by Spatula Pub. Co.

lishment that is distinctively and particularly a drug store, the modern trend of business methods, competition, etc., draw us. in fact drive us from the ideal to the practical. So with a varied array of plate glass and sermon double thick before me, I shall attempt to present a series of actual displays of a particularly practical nature, from the fact that they are designed from and will be confined to such stock, apparatus, etc., as is usually found in the average modern pharmacy. I don't desire to be considered an "expert," but shall try and embody all of art and originality the surroundings and my limited capacity for such work permits.

From time to time I will introduce novel features, add various hints on little "tricks" of the art, and suggest ways for disguising and utilizing some of the "has beens" now doing silent and dusty duty in back-room or cellar.

I am aware that the druggist of today has many side-lines, and to sell them they must be attractively displayed. It is also the fact that so displayed they usually do sell. It is to help all these desires and interests that induces the SPATULA to present these articles.

It is superfluous to write concerning the advantages of well-dressed windows to the SPATULA readers, but I know many who will hail with delight the suggestion of a novelty or a hint that aids in solving some of the inevitable "window day" conundrums that confront even the most versatile or inventive.

It is with this object that the writer requests you to address him concerning any of your difficulties, and also to write him concerning any particularly pleasing or effective display and send photograph if convenient.

There are few rules regarding win-For the reason that dow dressing. what would be applicable to city might not be practical in smaller The principle one is, places. "Change as often as possible." People soon tire of the same thing week after week. They weary of your window even while awaiting a car, and on a hot day are apt to marvel whether that is not the same old ice and soda that was in your fountain months ago, and will take their thirst to the fountain where that impression does not pertain. For four months I have bid a pleasant good morning and waved a cheery good-night to a pasteboard athlete with dumb-bell that stands motionless in the window of a druggist's store I pass twice daily. His nearest competitor, a hustling window dresser too. I little wonder at the comments on street and car regarding these two, respectively.

I believe, as a general thing, a window made particularly prominent with one article or one particular line will make the most favorable and lasting impression. Sometimes a simple picture if possessed of novelty or local interest, with explanatory card, will halt a passer-by, direct his attention to some article near by, and then on some future day make him your customer.

You may think you dress your window just for this week, but if you observe you will find results from this week, many weeks hence. These are facts, not theories.

If you will follow the suggestions from these articles, utilize some of the ideas and observe results, you will find your window the best "silent salesman" you can have.

You cannot get the most there is in window dressing out of it unless you give if thought. My object is to start your thought—give it a gentle push—and I feel sure that if interested you will put them to practical use.

When a customer said to me, recently, "Why do you dress your windows so nicely?" "Too much work." "Why! your employer has a reputation for skill and reliability that does not necessitate having any windows." I always feel at home here, just as

though I were in a drug store." I told him that was just the object we had in view in dressing windows. People look at us largely through our windows, and we know of no better way to make people feel just as he did; beside, you know, my employer insists upon equal care and neatness in every department.

This month's illustration was designed and arranged under the exact conditions I have mentioned, excepting two cents expended for wire for the sponge-man.

The window is distinctly appropriate to the drug store, and embodies some strong features which I consider essential to success, by presenting collectively an inviting and artistic appearance that arrests attention; by continuing two novel features, pleasing to young and old, which not only do some quiet but effective advertising, but create favorable comment and produce a more lasting impression than would if displayed by haphazard or old-time methods. Much interest is centered also on a small bottle in front centre containing 400 grs. cyanide potass., over which is a card reading as follows: "CYANIDE PO-TASSA." "One of the most deadly poisons known. So quickly fatal that physicians seldom have opportunity to treat its effects. A similar cyanide is alleged to have caused the death of Mr. Barnet and Mrs. Adams in New York City. This bottle contains sufficient to kill 80 persons, or would annihilate a full company of militia."

Plainly printed cards with common name of drug are attached to show-jars. The exhibit certainly excites that interest which was the object of its creation and receives close and careful attention.

It presents three separate features, either of which could be utilized effectively in window of small area.

The bases for centre display consist of empty boxes of various heights, suitably arranged, covered with white paper, over which is loosely thrown the crepe paper upon which the show-jars stand. The sponge-man is a well-known construction I presume, the novelty of this one consists of the flat sponge for the cap, to which is jauntily attached a Loffah giving a decidedly "Scotch flavor" to his "Laird-ship."

The Chamois Lady is an originality of mine and constructed by folding a chamois skin cape-like over a 2 qt. bottle, and attaching the dress part around the bottle underneath the cape. The head is a suitable size pill or impervious round box, around which (cone shade) is folded the chamois bonnet, the small end being tucked in. The face a small piece of chamois over the box inside the bonnet, the features being traced with ink, though pastels are preferable. The head retains its position by being attached to a pin-pointed stick that protrudes from the neck of bottle. Small colored ribbons ornament the top of bonnet and collar of the cape. The bottle stands on a square box 12 by 15 inches high, over which is dropped another chamois.

I will gladly explain any feature not understood, if you will request it, but particularly desire to ascertain what would be most popular or interesting to the greatest number. Remember I work only from the practical everyday standpoint as thousands of others are doing; sometimes conceiving the idea, then assembling the stock for its creation, but more often compelled to develop the conception from certain stock desirous of displaying.

I hope to hear from everybody in the least

I hope to hear from everybody in the least interested, as in that way only can I make this department desirably and completely popular.



A GOOD AD. ILLUSTRATION.

(From a circular issued recently by the Florence Manufacturing
Co., Florence, Mass.)



ATTENTION!

(From photograph contributed by P. W. Babcock, Lewiston, Me., in response to our invitation, which is yet open, for photographs of druggists' children. See editorials in this and February numbers.)

#### Antitoxine in Mass.

Never before was there so heavy a demand for antitoxine in Massachusetts as during the few weeks just passed. Thousands of bottles have been sent out from the State Board of Health within a short time; the entire supply which accumulated during the summer was exhausted, and only by utmost care in the preparation of the serum was the director of the State labaratory able to meet the demand: in fact, it became necessary at one time to draw a double amount of blood from some of the horses which are kept for the purpose. Naturally, the increased demand was due to the epidemic of diphtheria which started last October in various parts of the State, and prevailed without restraint for many weeks. At that time it became necessary to increase the number of horses to eleven. They have been tapped once a month, but at one instance some of them were tapped twice the same month More than thirty thousand bottles have been distributed since Mar. 31, 1899, which is a vast amount when it is taken into consideration that only 12,491 bottles were used in the previous year. This is the report of the former years: In 1895-96 (ending Mar. 31), 1722 bottles; 1896-97, the number increased to 3219, and in 1897-98 the number was 4668.

As in former years it has been sent free to every Massachusetts city or town which made requisition for it, but two-thirds of the whole supply has been used at the Boston City Hospital, and so far as is known very few, if any, of the private manufacturers of antitoxine have been able to sell any of their products in this State. Elsewhere they find a good market during the season of epidemies, because antitoxine is now universally recognized by the medical profession, and Massachusetts is said to be the only State which makes a free distribution of it everywhere within the State limits.

In order to be prepried for a probable heavy demand next winter, the State Board of Health will keep ten or eleven horses through the summer, when antitoxine is not much used, because of the scarcity of diphtheria. The last epidemic has abated considerably all over the State. Comparatively few new cases have been discovered in Boston, and in some other cities where it ravaged more violently than in this city it has been stamped out. It is not to be expected, however, that the larger cities will be free from the disease before the end of March or Apail.

#### THE WAY IT WAS STOPPED.

"There is one cutter gone to smash," said the patent manufacturer as his sleigh ran into a fire plug.

MT Duplicates of nearly all the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. It a subscriber send ten cents, or if not, twenty cents for illustrated catalogue.



[It is the wish of the editor of this department to make it of as great practical value to the readers of The Spatula as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

#### Violet Water.

C. H. F., Manilla, Phillipine Ids.—Asks for a formula for "artificial violet water made without the use of Ionone."

We presume that what our correspondent wants is a so-called violet which will be of a vigorous odor and have the appearance of strength. The following has never before been published and is the result of our experience along this line to the present time. Oil of Bergamot 3 ii, Oil of Rose, 3ss, Oil of Santal Mxv, Musc. Baur. gr. i, Musk gr. i Cologne Spirit Oi. Mix, allow to ripen three months and filter. This will not indicate its true odor until well blended, and a hasty judgment should not be made regarding it.

#### Carnation Perfume.

A. H. H., Baltimore, Md.—Asks for a formula for a carnation perfume similar to one made in New York State. He also asks for two recipes, one for a good odor and one for a cheaper.

We do not know the article mentioned and consequently do not know whether the following will bear any resemblance to it or not. A cheap odor is best made with a weak alcohol, and the odor will not be as lasting but will be fragrant and delicate. A lasting and cheap odor can only be successful by making a coarse article. The following are good odors and are not expensive:

Oil of Bergamot 3 iv, Ylang-ylang 3 iv,

terpineol M xv, oil of neroli M xv, oil of rose 3 ss, coumarin 3 i, heliotropin gr. xv, oil of clove 3 ii, tinct. storax 3 ii, tinct. vanilla 3 ss, tinct. benzoin 3 ss, tinct. musk 3 ii, cologne spirit to make O i. This costs about \$3.50 per pint.

Oil of hyacinth M xv, heliotropin 3ss, turpineol M xv, oil bitter almond M xv, oil clove 3 i, oil rose M viii, oil of jasmin 3 i, oil of neroli Mx, coumarin 3 ss, tinct. musk 3 ii, glycerin 3 ii, alcohol O vss, water O iiss. Mix.

This costs about 40 cents per pint and is better suited as a toilet water than as a handker-chief extract. We do not consider either of these ideal formulas because they contain too many ingredients, but we know that they are pleasant odors.

#### Ice Cream Without Ice.

A. D. F., Wolseley, Canada, asks for "a formula for freezing ice cream without ice. The ice cream is for soda fountain use."

An ice-machine is the only practical method, and that is too expensive an apparatus to devote to the occasional freezing of ice cream, even a daily operation.

The freezing of cream is not merely a question of temperature, it involves latent heat. When water freezes it parts with 140° of heat, after it has been reduced to 32° F, and before it can assume the solid form. Conversely

#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to if we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

when ice melts it must take up 140° of heat before it can liquefy. This is latent heat and is not apparent to a thermometer. So in freezing ice cream, it is the melting of the ice, forced by contact with the salt, which freezes the cream. The salt also plays an important part in dissolving. The heat which is taken up by the ice and salt surrounding the cream, is taken from the cream, and then contact of the vessel with the cold brine finishes the freezing process and the cream solidifies.

But while it is easy to get temperatures below the freezing-point of water by dissolving ammonium nitrate or other salts in water, to freeze a quart of ice cream by such a method would require such an immense quantity of salt, and so frequent a renewal of the solution as to be out of the question. So the ice-machine is the only practical substitute for ice, and that is practical only a very large scale.

#### Cachous.

B. H. T., Payson, Utah, asks for a formula for a breath perfume having a lasting odor.

Ammoniated glycyrrhizin, 3 iiss; catechu, \$i; pulv. acacia, \$ss; pulv. mastic, \$5i; pulv. cascarilla, \$5i; pulv. charcoal, \$5i; pulv. orris, \$3i; oil of peppermint, \$5ss; ess. ambergris, gtt. x; ess. musk, gtt. x. Make a mass and divide. Another formula uses in place of the last three ingredients, menthol, gr. xx; oil of rose, min. v; ess. musk, gtt. xv; heliotropin, gr. ii. They may be formed into pills and coated with silver, or rolled out flat and cut into small squares.

#### Toilet Cream.

S. Bros., Shreveport, La., asks for a formula for a Honey and Almond Cream similar to Hinds.

The attention of S. Bros. is called to the notice in the lower corner of this page. We are glad to furnish a formula for a toilet cream, but we do not know what is contained in Hind's preparation, and we do not wish to imitate it. The following formula gives an excellent preparation for general use, and is one which we have used personally:

Almonds, blanched, 2 ozs.; bitter almond water, 8 ozs. Beat the almonds to a smooth

paste with 3 ozs. of the water and add 2 ozs. more of the water and strain through cheese cloth. Now melt together spermacetí, 3 i; white wax, 3 i, and rub in a warm mortar with powdered soap, 3 i, and powdered borax, 3 i; then gradually add the 3 ozs. of bitter almond water, previously warmed, and triturate rapidly to produce a smooth, creamy emulsion. Cool and add the almond emulsion, then add 2 ozs. of alcohol. This makes a smooth white cream which absorbs well and absorbs quickly.

#### A Question of Cost.

W. J. F., Bushnell, Ill., propounds the following question: Potassium iodide contains about 76 per cent. of iodine. A standard price list quotes iodine at \$3.85 per 1b., and potassium iodide at \$2.60. What causes the discrepancy?

It's the cost of manufacture. The two chief sources of iodine are Kelp and Chili Saltpetre. In the first it is found as potassium or sodium iodide, and in the second as sodium iodate (chiefly). In order to obtain pure iodine (commercially pure) the iodides and iodates must first be purified. This gives a purified salt from the Kelp which is ready for the market, and from the second a purified iodate which may easily be reduced to iodide by heating with charcoal. Or, if the salt is made from the mother liquor of Chili saltpetre the iodine is recovered as cuprous iodide, sulphuretted hydrogen is passed into the solution whereby the copper is precipitated as sulphide and the jodine remains in solution as hydriodic acid, and the iodide is formed by neutralizing with a carbonate. In any event the expense of liberating and purifying free iodine is saved and the cost thereby reduced.

#### The Strength of Vinegar.

J. E. R., Somerville, Mass., asks how he can ascertain the per cent. of acetic acid in cider vinegar.

The best way, of course, is to titrate the vinegar with normal alkali solution, using phenolphtalein as an indicator. But a pharmacist who has volumetric solutions and apparatus at hand is not likely to ask how to use them, so we presume another method is desired.

The next best method is to see how much precipitated chalk a fl. oz. (accurately measured) of the vinegar will dissolve. If the vinegar is just 4 per cent., which is the limit under the Massachusetts law, 14.8 grs. of chalk will be dissolved. If stronger, a relatively larger amount of chalk will pass into solution. The quantity can most easily be ascertained by weighing carefully 20 or 25 grs. of chalk, and adding portions cautiously to the vinegar until effervescence ceases and a very slight residue of undissolved chalk remains in the vinegar. Then by weighing the unused chalk, the strength of the vinegar can be calculated from the amount dissolved.

#### Aniline Marking Ink.

Dr. I. Heydenreich gives the following formula for preparing an indelible aniline ink, which combines chemically with fibres and does not fade.

Solution A: Dissolve 5 parts of crystallized copper chloride, 5 of sodium chloride and 3 of ammonium chloride in 30 parts of distilled water.

Solution B: Dissolve 40 parts of aniline hydrochloride and 15 parts of acacia in 95 parts of water. The two solutions must be kept apart and in the dark. When required for use equal bulks are mixed together.

If one solution only is preferred, 100 parts of hydrochloric acid may be added to B and the solution boiled for some time and then mixed with A. The mixture should then be kept in the dark. When used, the fabric should be dried after applying, then moistened and heated under a hot iron.

#### A New Method.

A new method of purifying whiskey and other spirits consists in treating the liquor with a free current of cold air until the fusel oil and other objectionable bodies are fully oxidized and the spirit has been well mellowed. It has hitherto been considered that the free passage of fresh air through a liquor would result in a serious loss of alcohol as well as flavor, but an English chemist has found that if the liquor and the air be both chilled below the freezing point, practically no loss occurs, but the spirit is mellowed sat-

isfactorily. The liquor and air, previously chilled, are sprayed together at a pressure of 20 lbs. into a chamber, from which the air is allowed to escape freely while the liquor is again chilled and treated. Four hours of this operation is stated to be sufficient treatment for a raw whiskey.

Syrup of Glycerophosphate of Calcium.

P. Carles gives the formula following for an acid syrup of calcium glycerophosphate. 10 grs. of crystallized glycerophosphate are dissolved in 80 c. c. of warm water, and mixed with a solution of 3 gms. of tartaric acid in 10 c. c. of boiling water. After standing about two hours, the mixture is filtered and enough water is passed through the filter to make 95 c. c. of filtrate; 5 c. c. of cherry-laurel water are then added and 160 grs. of sugar dissolved in the fluid.

A wine may be prepared in a similar manner, by dissolving 10 grs. of the glycerophosphate in 750 c.c. of wine, mixing this with a solution of 3 gms. of tartaric acid in 250 c.c. of wine, and filtering after several hours.

#### Almond Cream.

S. A. O. Joliet, Ind., asks for a formula for an almond cream.

We have given one formula in answer to another querist in this issue, but here is another:

To a pint of boiling water add 75 grs. of



(Duplicate, 50c., with the Spatula, \$1.25.)

prime white tragacanth; allow the mixture to stand twenty-four hours, then strain through a cheese cloth. Now melt in a suitable dish I-2.oz. of spermaceti and 6 I-2 drs. of white wax, and stir in I-2 oz. of powdered soap. Gradually add 6 ozs. of bitter almend water, previously heated to about 50° C, ard stir well while adding to form a smooth, creamy emulsion of the waxes. Then add gradually 9 I-2 ozs. of the tragacanth mucilage, stirring constantly and avoiding a sudden chilling of the wax emulsion which would cause a separation of the waxes in lumps. Finally shake well until nearly cold and add any suitable perfume. Then tell us how you like it.

Elixir Codeine and Terpin Hydrate.

"Terpin," Roswell, New Mexico, asks for a formula for this which will contain I gr. of terpin hydrate in a dr., but says he does not wish to increase the proportion of alcohol beyond other elixirs.

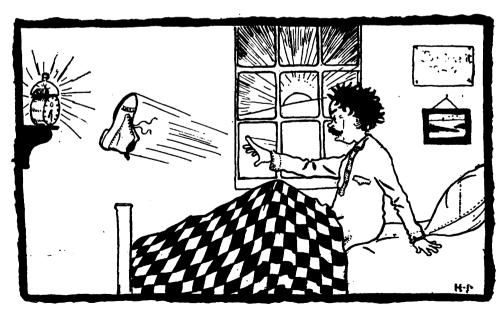
Terpin Hydrate cannot be held in solution except by a menstruum containing much more alcohol than is contained in most elixirs. We published, a few months ago, a formula for this, in which a mixture of equal volumes of alcohol and glycerin was used as a menstruumno flavor being used. Recently, Herman
Hanns, Ph. G., published in the American
Druggist a formula for a flavored elixir, which
he says remains clear at temperatures above
55° F. Below that temperature it deposits
crystals of terpin hydrate. His formula is as
follows: Terpin hydrate, 2 ozs av., 2 I-2 drs.;
saccharin, 16 grs.; alcohol, 3 pts.; glycerin,
I pt. Make a solution by aid of heat and add
Codeine sulphate, 128 grs.; aromatic elixir,
4 pts. Allow to stand twenty-four hours, then
filter. Each fl. dr. contains I gr. of terpin
hydrate, and I-8 gr. codeine sulphate.

#### EXACTLY.

"Does our prescription department pay? I should say it did. It it wasn't for the prescriptions we put up we would have to close the drug store."

"Well, well! A case of put up or shut up, so to speak."

M A good Spatula binder costs subscribers post paid but 50 cents.



The Hwakening of the Drug Clerk.







## Photography.

Printing Out Paper.



OW that the matt surface papers are all the rage, it may be useful to some to know that the ordinary printing-out paper can be easily made into a matt surface paper. It can be done by squeegeeing the prints on a ground glass (or mati-

surfaced celluloid), or by glazing in the ordinary way, and then rubbing down the surface by means of powdered pumicestone, rubbed in a circular direction with the palm of the hand. Perhaps the latter method is the preferable.

Secret preparations are decidedly on the inbrease in photography, and one or two firms are doing a very good thing by putting up special developers, etc.

#### Developer.

For a one-solution developer capable of being used both for plates and papers, that will keep well and stain neither fingers nor films, the following should satisfy most requirements:

Sodium sulphite, 300 gms.; potassium carbonate, 600 gms.; distilled water (hot), 1,000 c.c.; adurol, 60 gms. For use dilute the above with from 10 to 15 parts of water.

#### Sensitizing Postcards.

Considerable interest is still being taken in those solutions which can be used for sensitizing postcards, linen or other fabrics, without any preliminary preparation. The latest formula is:

Silver nitrate, 3 gms.; distilled water, 10 c.c.; uranium nitrate, 30 gms.; alcohol, 100 c.c. This solution must, of course, be kept in the dark, and should be applied to the paper or other material by a camel's hair brush somewhat freely, and then allowed to dry, and be exposed under a negative in the usual way, then rinse in water and fix. Ironing the pictures thus obtained with a moderately hot flat iron somewhat improves the color.

#### Density.

To workers who may have difficulty in getting density in their snapshots, the use is recommended of a few drops of a 10 per cent. solution of sodium citrate. This is added to the developer, and will cause surprise in the results that are obtained. It is a very convenient and powerful restraining solution, and one which should have a place on every serious worker's shelf. A few drops will arrest development, which will then only go on at a very slow rate, growing in density while the shadows remain clearer.

#### To Title Negatives.

Henry L. Dillon gives the Photo Beacon the following simple and cheap method of titling negatives: Take carbon or transfer paper, black or blue, lay it on the negative on the

glass side where you want the title to appear. Put a piece of writing paper on the carbon and write on the white paper and it will be transferred to the glass side of the negative without having to write backwards. Put negative in printing frame and print. It is very handy to work and can be washed off and some other title put on.

#### Spatula Photo Club.

I For the benefit of those who are not already members of the or the beneat of those who are not already members of the club, we repeat membership in it as free as salvation. All that is necessary for the applicant to do is to send to the Spatula twelve unmounted photographs of any one subject accompanied by a two-cent stamp. These the Spatula will distribute among twelve other members of the Club, and he will receive in return a collection of eleven other photographs contributed by as many other members of the club. There are no restrictions as many other members of the club. There are no restrictions as to size, quality or subject. The title of the picture and the name and address of the sender must be written or stamped on the back of each photograph.

Among the recent contributions to the club were the follow-

"U. S. S. Olympia," Harvey Sutherland, Winchester, Mass.

"Grand Canyon of Boulder River," E. P. Ferte, Butte, Mont.

"Iron Bridge over Blue Hill Falls," L. A. Thompson, Blue Hill, Me.

"Paul Revere Tablet, Lincoln, Mass.," G. L. Goulding, Lexington, Mass.

"Sylvan Lake, N. S.," Mrs. A. J. Foster, Chicago, Ill.

"Artesian Well in California," J. S. Drury, Bakersfield, Cal.

"A Peep at the Falls," T. W. Richardson, E. Helena, Mont.

"Wissahickon Creek," Mrs. John Dick, Jr., Folcroft, Pa.

"A View in Mashapang, Vt.," Florence M. Kinney, Newton Highlands, Mass.

"The Skating Party," Mrs. C. H. Starrett, Toronto, Kan.

"The Bridge by the Mill," H. D. Smith, Boston, Mass.

There is room for a few more members in the Club. If an amateur, have you a good excuse for not belonging? It will afford you lots of instructive amusement.

#### SIMPLY CANNOT.

I simply cannot do without the SPATULA. M. F. WILLIAMS. Maysville, Ky., Mar. 5, 1900.

#### Photographic Periodicals.

For the benefit of our numerous freader who are interested in photography, we give following a list of the periodicals devoted to the art. Any one of them will be found of Subscripgreat assistance by the amateur. tions will be received and forwarded by the SPATULA, at the office of which sample copies may be seen.

Milson: Photographic Magazine (monthly), \$2.00 per year (with Spatula, \$2.50); 30 cents a number. Edited by Réward L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year (with Spatula, \$2.50); 25 cents a number. New York.

Photo-Eva (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$2.50);

Photo-American (monthly), \$1.00 per year (with Spatish \$1.75); 10 cents a copy. Edited by Edward W. Newcomb New York.

New York.

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); so cents a copy. Chicago.

The Photo-Biniature (monthly), \$2.50 per year (with Spatula, \$2.00); a5 cents a copy. New York.

American Amateur Photographer (monthly), \$2 00 per year (with Spatula, \$2 50); so cents a copy. New York.

A Belgian chemist finds by experiments that grain alcohol is 1 1-3 as strongly poisonous as wood alcohol, and that amylic alcohol or fusel oil is 10 1-2 times as poisonous as grain alcohol. Another score for the non-poisonous character of purified wood alcohol!



A SNAPSHOT.



## The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

#### EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White The Spatula, Boston.]

#### Drize Offers.



E are constantly aiming to make our "soda water" department the most useful and interesting of all the soda publications and we realize now more than ever that the union

of effort of our many readers will produce better results than anything else.

What we desire is to bring to our aid the thought and study of many and by these means give you the best that is to be secured. Then too when one helps another he helps himself, and if every one who reads this article will only try for one or more of the prizes offered I am sure we will obtain the desired results, and each one will enjoy them the

more that they have had a part in the success.

The prizes this year we shall make in every instance the same, as it is one that every soda dispenser will want and every one owning a fountain should have.

We have just commenced the publication of a Soda Water Guide by the editor of this department and we will give out two copies in prizes as follows:

One for each of the two best articles on

#### Any General Subject.

In this we leave you free to select any one subject in connection with the business and write an article about. The subject may be any means of conducting a fountain, of making it a success or of making syrups or drinks. What we want is your original ideas for the benefit of our readers.

One for each of the two largest

#### Lists of Formulæ.

We want new and original (by this we mean formulas that have not as yet been published) formulas of all kinds that are of interest to the dispensor. They may be for drinks, syrups, extracts, tinctures, wines, cordials, beers, bitters, tonic drinks. in fact anything that can in any way interest the dispenser.

One for the best formula for a syrup or drink containing Malt Extract.

One for the best formula for a syrup of any kind to be used in connection with the fountain.

One for the best article on advertising the fountain.

One for the best fancy drink of any kind. Let us know what you are now running or have run as a specialty that may be of use to others. There are hundreds of private formulas that will be both interesting and useful to others if you will only send them in.

One for the best drink of any kind containing wine be it a syrup or fancy drink.

One for the best collection of wine drinks of any kind for fountain use.

Let me ask, has this department helped you in any way to make your business a success. If it has are you not willing to take a few minutes' time to jot down some interesting fact or formula for the aid of those who have aided you?

In sending in answers please put at the top of the paper the head you intend the reply to come under and write only on one side of it.

The contests are open to all.

The date of the closing of each contest will be given in a later issue, but answers should be sent at once or as soon as convenient.

We hold the right to publish any or all papers sent either at the present or any future date that we desire to.

All correspondence in regards to this department should be addressed to E. F. White, care of The SPATULA Pub. Co., 74 India St., Boston, Mass.

Note. The books will be delivered to the winners upon publication.

#### Malt Extracts.

The advent of a new article that is in itself a tonic and a distinct substance, in that it has a flavor peculiarly its own, is always an opening for experiment along the lines of soda dispensing.

The use of tonic drinks is rapidly increasing from year to year, and taking the place of those common soda drinks that have little effect beyond the fact that they are pleasing to the taste.

The malt extract furnishes a medium for experiment that is very large. There are many of these malts on the market varying in their composition but little. This article is not intended to recommend any one malt extract more than another, but simply to show how they may be used to advantage.

In selecting a malt for use at the fountain, I take pains to secure one that has as little of the bitter taste of the malt as I can, for I find they give better results and far more satisfaction.

It is not necessary for me to go into any further details in regards to the medicinal qualities of the malt preparations here, as I know that my readers are one and all acquainted with the peculiar properties that have made it of such uncalculable importance to the medical fraternity in the treatment of all diseases, that cause a wasting of tissue, as it is in itself one of the greatest tonics known to science.

With such a tonic at hand, I have very carefully started out to find out how malt could be incorporated into a pleasant and strengthening beverage for dispensing at the fountain.

#### Pure Malt.

In this form any of the leading malts may be served in small four-ounce minerals. I prefer a tall, slender glass for this purpose. Malt thus served should be ice cold. By serving in this quantity you only get three glasses from one bottle and can't, therefore, afford to dispense for a sum less than ten cents.

#### Malt and Vichy.

This may be prepared by mixing 3 ozs. of malt with an equal amount of vichy in a 6 oz. mineral tumbler. In the same manner, malt may be served with any of the other leading mineral waters auch as Apollinaris, Kissengen, Seltzer, Star, Congress, Lithia, etc., and makes a rather pleasant drink if a heavy malt be used. This should be dispensed at ten cents.

#### Malt and Milk.

Malt may be served with milk. Place 2 ozs. of malt in 8 oz. mineral glass and fill with ice cold milk and serve at ten cents.

#### Malt Bitters.

Use two or three dashes of Angostura Bitters to a 4 oz. glass of malt and serve for ten cents.



#### Malted Moxie.

Serve in regular moxie glass, using about r oz. of extract of malt and filling the glass with moxie and mix. Serve for five or ten cents according to your trade.

#### Coca Cola Malt.

Use 1-2 oz. Coca Cola syrup and 1 oz. of malt in an 8 oz. mineral glass and fill with plain soda. A few dashes of phosphate may be added, thus making Coca Cola Malt Phosphate.

#### Malt Phosphate.

This may be made by using 2 to 3 ozs. of pure malt and a few dashes of phosphate to an 8 oz. glass of soda, or by using 1 oz. of the following syrup and making same as other phosphates.

#### Malt Phosphate Syrup No. 1.

Malt Extract, 3 xij or 1 bottle; vanilla syrup, Oj; almond syrup, q. s. Oij.

#### Malt Phosphate Syrup No. 2.

Malt Extract,  $\frac{\pi}{3}$  xij or 1 bottle; orange syr.,  $\frac{\pi}{3}$  xij; tinct. gentian comp.,  $\frac{\pi}{3}$  ij; sarsaparilla syr., q. s. Oij. This is a very fine syrup.

#### Calisaya Malt Phosphate.

This may be prepared by adding 2 dashes of elixir of calisaya to a malt phosphate, orange malt phosphate, or it may be prepared from the following syrup:

#### Calisaya Malt Phos. Syrup.

Malt Extract, 3 vij; calisaya elixir, 3 iij; tinct. cinchonia comp., 3 j; acid phosphate, 3 ij; orange syrup, q. s. Oij.

#### Malt Phosphate with Iron.

To each quart of malt phosphate syrup No. 2 add 12 grs. of pyrophosphate of iron, which has been dissolved in small amount of water by slow heat and mix thoroughly. Serve same as other phosphates.

#### Coca Malt Syrup.

Extract Malt, 3 viij; ext. vanilla, 3 j; orange syrup, 3 ij; cinnamon syrup, 3 ij; wine coca, 3 ij; simple syrup, q. s. Oij. Serve still in an 8 oz. glass or foam in 12 oz. glass.

#### Coca Malt Phosphate.

Add two or three dashes of phosphate to an 8 oz. glass of the above.

#### Ginger Malt Syrup.

Ext. of malt, 3 ij; fl. ext. of ginger sol., 3 iv; lemon syrup from fruit, q. s. Oij. Serve either with or without phosphate in an 8 oz. glass and still.

#### Malt Cocoa Syrup.

This is sometimes called Malted Chocolate. Ext. of Malt, 3 viij; ext. vanilla, 3j; (the vanilla may be left out and replaced by 3 ij of essence of cinnamon); chocolate syrup, q. s. Oij. This may be served as Cocoa Malt Phosphate by the addition of a few dashes of phosphate to a glass; otherwise, serve foamed in 12 oz. glass same as any soda.

#### Coca Kola Malt Syrup.

Malt Ext., § viij; coca kola syrup, q. s. Oij. Serve still in 8 oz. glass with or without phosphate.

#### Coca Kola Syrup.

Is made as follows that is used in the above formula: Fl. Ext. Kola,  $\mathfrak{F}$ ij; elix. calisaya,  $\mathfrak{F}$ iij; wine coca,  $\mathfrak{F}$ vi; ext. vanilla,  $\mathfrak{F}$ ss; orange syrup, Oj; essence of rose,  $\mathfrak{F}$ ss; fruit acid,  $\mathfrak{F}$ j; simple syrup, q. s., Cong. j. Mix.

#### Kola Malt Syrup.

Malt Ext.,  $\S$  vi; fl. ex. of kola,  $\Im$  ij; vanilla ext.,  $\Im$  ij; pineapple juice,  $\S$  ss; fruit acid,  $\Im$  ij; lemon syr., q. s. Oij. This may be served still or foamed with or without phosphate, using an 8 or 12 oz. glass according to which method is used.

#### Orange Malt Syrup No. 1.

Malt ext., 3 xij; orangeade syrup, q. s. Oij.



THE PROCESSION.

#### Orange Malt Syrup No. s.

Malt Ext., 5 viij; tinct. gentian comp., 3 j pineapple juice, 3 ; orange syrup, q. s. Oij. Serve still in 8 oz. glass with or without phosphate as desired. This may be foamed if desired.

#### Pepto Malt Syrup.

Malt Ext., 5 viij; ess. pepsin, 5 ij; ess. cinnamon, 3j; orange flower water, 3j; raspberry syrup, % viij; orange syrup, q. s. Oij. Serve still in an 8 or foamed in 12 oz. glass.

#### Pepsin Malt Phosphate Syrup.

May be made by adding 2 ozs. of acid phosphates to a qt. of Pepso Malt Syrup or served as any other phosphate.

#### Malt Sarsaparilla.

Ext. of Malt, 3 xij; tinct. of gentian comp., 3 ij; orange syrup, 3 iv; sarsaparilla syrup, q. s. Oij. Serve in a 12 oz. glass same as sarsaparilla soda.

#### Fruit Malt Syrup.

Ext. of Malt, 3 xij; raspberry syrup, 3 ij; cinnamon syrup, Zij; orange flower water, 3 ss; rose syrup, 3 ij; orange syrup, q. s. Oij. Serve either with or without phosphate in an 8 oz. glass and still.

These formulæ as given are for the use of the thin malts such as Pabst, but the regular heavy extracts may be used where desirable, using about one-half the quantity given.

Syrups containing malt need no foam, as the malt is foamy by nature and needs no assistance.

The quantity of syrup to use is of course the same as that used in other sodas and phosphates prepared by you.

In mixing all syrups containing thin malt do so by stirring, as when shaken the malt has a tendency to foam and separate. Open malt and let stand a few hours before using.

In serving any of these drinks still, care must be taken not to foam them when mixing as they have a tendency that way.

#### The Question Box.

With next issue I will again open my question department for the third season and with the hope that it will prove of exceptional benefit to our readers.

I do not make any claim at knowing it all, but I have the facilities for finding out much, and if you are having any general or special trouble it may be that I can aid you to overcome it.

I always like to have any of my methods criticised, and if anyone sees anything that they do not think up to the standard I always like to know.

Do not be afraid to write and ask any question you may desire information in regards.

Address all communication to E. F. White. 74 India street, Boston, Mass., care of the SPATULA.

#### What and Where To Buy.

CF In sending for circulars or catalogues to any of the firms below mentioned, mention The SPATULA. The forest will be approximated and it may help you, as it will show you are a live, wide-weakle druggist and mean business.

Fountains—Robert M. Green & Sons, 1413 Vine street, Philadelphia.

Fountains-Chas. Lippincott & Co., Arch street, Philadelphia. Carbonators-The New Era Carbonator Co , 129 Portland

St., Boston.

Tumbler Washers-L. L. Rowe, 24 Portland street, Boston.

\*\*Chahama ato... Erle Specialty Co.,

Lemon Squeezers, Milk Shakers, etc., Erie Specialty Co., Erie, Penn. Gem Ice Cream Speen.-Gem Spoon Co., 4 Oakwood Ave.,

Gem Ice Cream Speen.—Gem Spoon Co., 4 Uniwood Ave., Troy, N. Y.
Welb Ice Shawer—Fox, Fultx & Co., New York & Boston. Stone's Paper Yuley Strams—M. C. Stone, 1218 F street, N. W., Washington, D. C.
Ceca Cela—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 81 High street, Boston, N. E. agenta.
Phillips Pountain Chacalate—The Chas. H. Phillips Chemical Co., 77 Pine street, New York.
Arematic Tincture of Orange—Weeks & Potter Co., Boston Mass.

ton, Mass.

Soda Claret, Champaigne Soda, etc.—Duroy & Haines
Co., Sandusky, Ohio.

Soda Checks, Soda signs, sign-making outfits, Soda Guide
(in preparation). The Spatula, Boston.

#### EXPENSIVE BUT GOOD.

We see by the March issue of Coca-Cola News that the distribution of free tickets, redeemable in Coca Cola at any soda fountain in the United States, will soon be made. The Coca Cola people distribute these tickets throughout the country and then redeem them in cash when presented by the druggists they have been passed to. It took \$26,414 to redeem the tickets distributed in 1899, which is expensive advertising but characteristic of this liberal firm.



## Dollars & Cents

CONDUCTED BY THE SPATULA.

#### Methods.



OR the druggist who really desires to increase his business by advertising, booklets are almost absolutely necessary. In the first place newspaper space is more or less expensive, and although we are fully aware that every pharmacist who

is banking on an increase of trade through publicity will under no conditions allow news papers to slip by him, still the cost of space will handicap him greatly by not giving him a chance to speak for himself and goods with the fluency he would like. Here is where booklets prove themselves a necessity, for they allow you plenty of room in which to explain and point out the merits of any article you may wish to sell, to your heart's content, and in them you may describe your goods to the fullest extent, unhampered, as in newspaper announcements, by small space. It is an extremely good plan to follow up and supplement your newspaper ads. with booklets published at regular intervals, and these booklets should be distributed throughout your entire town. To do this considerable expense is involved, but if you keep at it persistently you will find that you can accurately trace

big results from your endeavors at the end of a year. The best way, we think, to gain results by this method, is by working in the line of the following suggestions.

#### Supplementary Booklets.

First choose the newspaper or papers that you intend to use for your daily announcements and contracts for four or six inches, or more, according to the expenditure you can afford. The next move, and a very important one, is to thoughtfully prepare your copy, selecting worthy goods to call attention to, and telling about them in the best and shortest manner possible. Do not try to give a history of the manufacture of each article but be brief and to the point. A history may be interesting but it murders space and it is doubtful whether it sells goods. Do not try to see how much you can say about a thing but how little and yet be convincing, remembering, too, that the more white space in your ads. the more conspicuous they will be.

Unless you are running specialties, as we suggested last month, and in which case supplementary booklets are not so necessary, change your copy each day and also change the goods advertised. Then by the end of the week your booklet will be due and in it tell all you know—history, etc., if you want—about the six articles you have advertised dur-

ing the week. See that the books are well distributed each Saturday, so that they may be carefully read by the people who have plenty of time on Sundays, and you will find that each Monday and during the following week there will be a good demand for the articles advertised the week before.

This plan is sure to bring good results, but we know that many of our readers are saying, "It would cost us too much to do this every week," and to these we would say to begin by issuing your booklets every two or three weeks, thus bringing down the expense, and we feel sure that in a few months you will be so encouraged by the results of your trial that you will take up the weekly plan we suggest. The oftener you hit at the people with your advertising the more familiar they will become with you, and larger returns will be the result. Hence, we advocate weekly booklets. Size of Booklets.

The size of your booklet will, of course, depend upon the amount you are willing to invest in its production, but we suggest that you do not make it less than eight pages, for by choosing this size you will have ample space in which to talk up the six articles you have advertised during the week in the newspapers. In addition to these eight pages it would be well to use a colored cover of some different stock on which to print your title in color, thus greatly adding to the attractiveness of the book. A cover of good stock has been the means in many cases of a booklet being kept where a plain white pamphlet would have been tossed away unread.

When you get below eight pages you are necessarily lessening the advantages of your booklets as supplementary to your newspaper ads., inasmuch as you are again cramping yourself, although the experience of a country druggist, with whom we are acquainted, with a four-page circular, has shown us that even this may be made to pay well. This druggist we refer to is a handy genius, and buying a small circular printing-press and a few fonts of attractive type he began to make up and print his own circulars. He started by issuing a leaflet, and later enlarged it to

four pages and then to eight, doing all the work himself, in the evenings. Some of these he mailed and the rest were distributed by his store-boy, and his periodical publications payed him so well that he now contracts with a large druggists' printing-house to supply him with 16-page booklets every two weeks. This is an example of what energy will do if expended in the right line.

The size of your page should be about 3 1-2 x 6, thus allowing it to be easily enclosed in the ordinary commercial envelope, and also giving you sufficient room to use cuts to strengthen your arguments. This cut feature is extremely good, and there are at present so many stock cuts that can be bought cheaply that we would advise the use of them.

#### The Name.

Regularly issued booklets should have a fixed title, and in choosing one let it be as original and catchy as possible. One of the prevailing faults of booklets issued by druggists is the name generally attached to them. It looks as though most of the pharmacists prepare the contents of their booklets and then tell the printer to give them "any old name," and such titles as "Drug Talks," "Drug Pointers," etc., are usually the result. Select one that is original and appropriate, which you can with a little serious thought, and when you decide on your title, stick to it until it becomes part of your business, and whenever it is mentioned your drug store will be thought of.

### Distributing.

After you have carefully prepared and finished your booklets and they reach your store from the printer, there arises in your mind the question, "How shall I best distribute them?" and we must admit that this is hard to correctly answer, the conditions varying so greatly in different localities. If your town is small and you have a good store-boy that you can trust, let him take all day Saturday to distribute the books, but be sure that he does his work well. You should not only tell him to slip the booklets under the front door of each house but you should see that he does. It will not suffice for him to throw them into

front yards, and we can tell you right here that this booklet business will be a losing game all around if the distribution is done poorly, as that part of the plan is the most important. If your town is too large for one or two boys to distribute thoroughly, you should select a list of the best people and as large a list as possible, and mail each one a booklet, which can be done for a cent apiece, if unsealed. It might be well to add that in any town, however small or large, the most effective way to reach the people and the way which will bring the best results is by mail, as the average man will open an envelope and look over its contents where he would kick the same booklet from his front door-step.

Circulars, Etc.

There are several other styles of periodical advertisements besides the booklet, and we have one on our desk which was sent us by C. A. Charles, an aggressive advertiser of Malden, Mass., whose location is well known as being "37 I-2 steps west of the post office." It is a "testimonial sheet" and is issued at intervals in behalf of Von Coff's Balsam, a cough remedy prepared by Mr. Charles. This effort consists of a single sheet, on one side of which are printed testimonials from persons living in Malden and vicinity, and the reverse side is given up to the business cards of twelve Malden merchants. Now we think that Mr. Charles has hit upon a clever idea when we look at the sheet from the testimonial standpoint, but we must confess that we do not approve of his placing the ads. of other business houses on the other side. We do not suppose that these merchants received the space for "Thank you," but that Mr. Charles realized enough, and we are tempted to wonder how much more than enough, to pay for issuing the sheet. In doing this Mr. Charles has not only lost his individuality but has created the impression that he has endeavored to get "something for nothing." For all this we cannot but admit that the testimonial side is so convincing that it perhaps over-balances the objectionable features. This testimonial sheet is a clever scheme and can be profitably

used by any druggist who pushes good preparations of his own.

#### A Bunch of Ideas.

We were more than pleased with the way many druggists responded to our requests of last month to send in samples of their work and suggestions that might be profitably used by others, but being rather cramped for space—not having foreseen the interest that seems to be growing—we can only take up this month one batch of specimens to comment on, and will select the first received which came from F. M. Mares of 2876 Archer Ave., Chicago.

Mr. Mares sends us fourteen specimens of his advertising and we must say he is a hustler. Not only does he seem prolific but he is clever as all his schemes seem to be trade pullers. Several of his contributions are attractively arranged and well written ads. on wrapping paper for counter use. He adds appropriate cuts and has the knack of writing his announcements in clear, readable English that one is compelled to finish reading when once commended. Mr. Mares also sends us three of his blotters and the criticism we make is that he should read proof more carefully as now and then we find a word or letter missing. This is a bad fault as it shows carelessness and druggists should never give the slightest reason for being thought careless.

A very clever booklet is in the lot and it is



SELF-EVIDENT.

cut in the shape of R. The matter it contains is all that could be desired and treats of Mares' prescription department and sick room articles. The material is well written and convincing. He also sends a paper bag that he gives to grocers, with both the grocer's and his own ad. printed on the side. This idea is old but good, only we find on this particular bag a testimonial that keeps us guessing. It is written in praise of Mares' Cough Balsam by an employe of the Knickerbocker Ice Co. who signs himself "A. Johnson, 3808 Western ave." Now this is all right and would not strike us as peculiar were it not for the fact that the self same testimonial appears on one of the blotters mentioned above but with another date and signed "John F. Webster, 3443 Oakley Ave.," also employed by the Knickerbocker Ice Co. What are we up against? Another Jekyll and Hyde?

Coupons given with purchases also seem to be popular with this enterprising advertiser and every ten coupons a customer saves entitles him to a glass of ice cream soda. Another similar idea that Mr. Mares tells us pays him well is his guessing contest. He has a hand printing press displayed in his window with placards, "Be a Printer" hung around it. With every purchase of 5 cents or more he gives a chance to guess something—he does not tell us what and we cannot guess-and he tells us that "every boy in town wants to be a printer" and excitement runs high. happy idea has payed wonderfully well and could be advantageously imitated by others.

Besides being a druggist, medicine manufacturer, advertising genius and printer, Mr. Mares is also a sub-station postmaster and a station keeper of the Chicago Public Library. The SPATULA takes its hat off to him as a hustler.

#### HIS FAVORITE.

Please continue as it is my favorite journal J. L. STUBBLEFIELD. among many. Lamar, Ark., Feb. 15, 1900.

### BRIGHT AND NEWSY.

The SPATULA is all right. Bright and ROBERT M. DODD. Milwaukee, Wis., Mar. 5, 1900.

#### THE AYER EXPERIMENT.

Mr. Alfred E. Rose, of the J. C. Ayer Co., in an interview regarding the apparent results of the experiment involved in charging five ceuts per copy for the "Century Ayer Almanac," save that the cost of the annual almanac to the company has for many years varied between \$115,000 and \$135,000, averaging \$120,000 a year. Of these annual almanacs, which had become familiar to every family in the United States, 16,000,000 each year were printed. Mr. Rose came to the conclusion that a very large number of the people who accepted such calendars as gifts would be willing to pay five cents each for a better calendar marking the last year of the century.

The results, so far as can be ascertained at present, have fully justified Mr. Rose's conclusion. The first edition of the "Century Almanac" ran to a million copies, of which 700,000 were sent on sale to various news companies, and 300,000 were kept to fill mail orders. With two exceptions, each one of the news companies has re-ordered, and the Aver sales by mail, from the Lowell office since Dec. I have run from 1,000 to 1,500 copies per

So the million copies are pretty nearly distributed and another edition will have to be printed to meet future demands. Mr. Rose says that the covers for another million have been already printed.

### 'Advertising Literature.

The Show Window (monthly), \$2.00 per year (with Spatch, \$2.50); so cents per copy. 1130 Caxton Building, Chicage. Printers' Ink (weekly), \$5.00 per year (with Spatula, \$5.00); so cents per copy. New York.

Advertising Experience (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. Irving G. McColl, editor, 1526 Merquette Building, Chicago.

Profitable Advertising (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cents per copy. Kate E. Griswold, editor, Boston.

The National Advertiser (weekly), \$2.00 per year (with the Spatula, \$2.25). Per copy, 5 cents. New York.

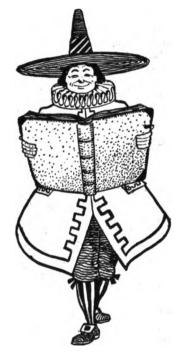
Advertising World (monthly), 35 cents per year (with the Spatula, \$1.00). Columbus, Ohio. The Ad-Writer (monthly), \$1.00 per year (with Spatule, \$1.75). St. Louis, Mo.

Advertisers' Guide, (monthly), 25 cents per year. New

Market, N. J.

Advertising Success, (monthly) \$1.00 per year, (with Spatula \$1.50) New York.

# Books, etc.



MANy concern publishing matter of especial interest to our readers is invited to inform us of the fact that it may be properly chronicled in this department.

### Photographic Mosaics.

To say that Photographic Mosaics for 1900 (Edward L. Wilson, 289 Fourth avenue, New York) is even better than its predecessors, is to give it very high but deserved praise. We know of no where else where so much timely and useful information to the amateur photographer can be had for so small a sum as 50 cents.

### Sould's Pocket Dictionary.

The fourth edition of Dr. Gould's Pocket Medical Dictionary is just published by Messrs. P. Blackiston's Son & Co., Philadel-

phia. It is now enlarged to 30,000 words and contains 834 pages. The amount of literary material contained between its covers, the method in which the volume is printed and bound, and its price which is but \$1, are alike remarkable. With the possible exception of some religious books not strictly subject to commercial laws in their production, we believe it to be the cheapest book published. We feel confident that no medical dictionary of double its size and price, or in fact any other book, contains anything like the amount of practical information.

The Drug Clerks' Journal is a new venture just started in Chicago, which shows every indication of a life much beyond the three issues which mark the beginning and the end of most new publications nowadays. It is evidently a valuable publication and has evidently among other things a mission. We wish it much success.

### PURE SUGAR.

Mr. Havemeyer, the head of the Sugar Trust says, "We use absolutely no adulterants in the manufacture of sugar. The raw sugar is the only ingredient which forms the market product. Formerly, middlemen purchased the sugar from refiners, and in the course of passage through their hands, it almost invariably reached the retailer in an adulterated state. Now that is not so. The plan of marketing sugar has entirely changed, the sugar reaching the consumer in the original package."

#### RUBBER MORTAR CAP.

R. Scholl of the Technical High School at Karisruhe has devised a rubber cap to cover motars while hygroscopic, poisonous, strong or offensive smelling drugs are being powdered. The cap is a conical sheet of rubber, the center being perforated to admit the pestle, and the rubber very flexible so as to admit of moving the pestle. The bottom of the cone being somewhat smaller than a short distance from the bottom, so as to remain on the motar while moving the pestle. The devise is very simple and very practical and ought to be very generally used.

### LOOK OUT.

People who invest funds in Maine corporations should not be too certain of their exemption from personal liability. A case has just been settled in this state, where personal liability was enforced in connection with the debts of a Pine Tree State concern, and an individual shareholder who had even forgotten that he held stock, was compelled to settle the claim of a creditor of the company.

### "QUICK AND EASY."

The term exactly fits the apparatus to which it is applied - Walker's "Quick and Easy" Lemon Squeezer, a cut of which appears herewith. The instrument is a time and labor saver of the highest value at the fountain, where rushes are so frequent. The perforated spiral ribbed crusher cup, as well as the crusher head, is made of cast aluminum, which will not corrode, and which thus overcomes this objectionable feature of other squeezers in the market. Owing to the powerful leverage given by the gearing device, the handle can be worked with a minimum expense of muscular force, enabling the apparatus to be worked by a child without fatigue. It is manufactured by the Erie Specialty Co., Erie, Penn.

### A GOOD SPOON.

"The Gem Ice Cream Spoon," which is designed for the purpose of dispensing ice cream with soda water, after a critical test in the hands of the trade for the past five seasons, has beyond all doubt demonstrated its superiority over all competitors, which is attested in many testimonials, showing the satisfaction with which it is received, some going so far in their enthusiasm as to call it the best on earth. The advantages of the Gem are that it can be operated with one hand, thus obviating the necessity of bringing the hand in contact with the cream, which in turn soils the glass in handling, giving it the appearance of being unclean. By its use, customers can be waited upon much quicker, each receiving the same amount of cream in a neat

and tasteful manner. In short, "The Gem" meets completely a long felt want in the matter of dispensing soda water profitably.

### A GOOD SCHEME.

Subscriber J. C. Carpenter, of Chatham, N. Y., sends us the following account of an ingenious method he has for saving gas:

The following scheme for saving gas in recharging soda fountains without impairing the quality of the soda water, may be of interest to some of your readers. As soon as the gas begins to blow out the cock is closed. the fountain placed on a rocker on a platform scale and connection made by means of a stout rubber hose direct with the village water supply. The water is turned on and the fountain rocked until in case of a 10-gallon fountain it contains 80 lbs. of water. The fountain is then connected with the gas machine and charged in the usual manner. Our water pressure is about 75 lbs., and in places where the pressure is much less a force pump could be used. We find by the time we have the required amount of water it is charged by the gas remaining in the fountain to about 50 lbs. pressure, and a cylinder of gas which would charge four or five fountains by the old way of blowing out the gas and filling by measure will charge eight or nine this way.

#### FLOOR WAX.

No matter in how small a town you are located there are dances held every now and then and a good floor wax is needed. In many places they follow the old practice and shave candles, doing more harm to the floor than good, while they would gladly use a good wax if they could obtain it. Bowdlear's Floor Wax is the best and is always ready for use. It is a good seller and every druggist should handle and push it.



# What's New.

Manufacturers, whenever putting novelties of interest to the drug trade upon the market, are requested to send us circulars that we may make, free of charge, illustrated announcements in this department.

much better in many respects than rubber bands. It is the only practical device of the kind upon the market. A free sample will be sent to any reader of the SPATULA by the inventor and manufacturer, Irving P. Fox, 74 India street, Boston.

INHALER.



Patented by Arthur Manners, Hull, Eng. "An inhaler, comprising a main tube provided at one end with a mouthpiece, and at the other end with an inwardly opening valve, a branch tube communicating therewith adjacent said mouthpiece and provided with a medicament-receptacle, an outwardly-opening valve mounted in said branch tube between said medicament-receptacle and said main tube, said branch tube being also provided with a bulbous portion in which said outwardly-opening valve operates, and is retained from said medicament-receptacle."

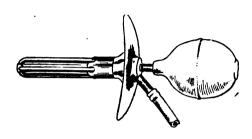
This is a unique device for the holding together of letters, other papers or packages



which are to be filed away. It consists of a piece of tape, varied lengths, at the end of which is an automatic buckle.

It is simple, inexpensive and durable, and

LANDER'S VAGINAL SYRINGE.



Among the practical new appliances in which physicians and druggists are directly interested is the Lander's vaginal syringe that has just been put on the market by A. R. Young, manufacturers' agent, at Rochester, N. Y. The two very strong points about this syringe are the metallic distender enclosing the perforated tube through which uniform distribution is secured, and the outflow tube that carries away all the injected liquid with-out the leakage of a drop. Without assistance or any possibility of soiling the bedding or clothing, any user can take treatment with this syringe in perfect security and be sure that absolute cleanliness will result. The ordinary hot water bag may be used in place of the bulb as shown in the illustration. All physicians who have examined it pronounce it the most perfect syringe ever offered. Its construction is so simple that the parts may be taken apart and readily cleaned in a moment, securing absolute cleanliness.

We claim to make the finest Neutral or Cologne Spirit produced in this country, and for the purpose of more thoroughly introducing it to the Pharmacist and to bring it into general use, we offer

### Graves' XXX Extra French Cologne Spirit in 5-Gall. Boxed Demijohns, Parcel free, FOR EIGHTEEN DOLLARS.

With the order we will give formulas for the manufacture of the following toilet

Toilet Cologne, White Lavender Water (English), White Rose Cologne. Florida Water, Violet Water, Lilac Water.

Or for bousehold or Soda Fountain use VARILLA EXTRACT, of a quality which may be called Superb. Samples of the manufactured goods, showing possibilities, cheerfully shown at our office and distilling torks,—35 HAWKINS STREET, BOSTON.

C. H. GRAVES & SONS.

### Gaduol (Alc. Ext. Cod-l.iver Oil, MERCE)

Contains the alterative constituents of the oil without the fatty matter. Merck's Digest No. 4 presents formulas for palatable mixtures of Gaduol.

### Tannalbin (Tannin Alburoinate)

Anti-diarrheal. Free from the usual disadvantages of lead, bismuth, and silver salts. May be had as powder or in 5-grn. tablets.

### Ichthalbin (KNOLL. Albuminate.)

An odorless and almost tasteless powder. Employed instead of ichthyol wherever the latter is indicated internally. Two forms: Powder and 5-grn. tablets.

### Largin (Silver-Protablia, LILIENFELD)

Bactericide and astringent; used in gonorrhea and infectious eye diseases I.argin contains 11.1% of silver.

### CREOLIN-PEARSON.

(Saponified Coal-Tar Creceote.)

The Ideal Disenfectant, Deodorant, and Germ-Destroyer.

Window Advertising and Booklets free on request.

# Thiocol (Gualacol-Sulphowate of Potassium, ROCHE.

A water-soluble form of guaiacol. According to the U. S. Dispensatory (18th ed., p. 1675), guaiacol acts "by forming compounds in the blood with the toxic by-products of the tubercle bacillus and aiding their elimination."

Thiocol is employed in phthisis, chronic coughs and chronic catarrhs of the gastro-intestinal and genito-urinary tracts. Three forms of Thiocol are on the market: Powder; 5 grn. Tablets; and Syrup (with working formula on every label) containing 5 grn. Thiocol in a fluid dram.

### Dionin (Ethyl-morphine Hydro-)

Cough sedative, antispasmodic, and analgesic. Prescribed in the treatment of bronchial and phthisical coughs, and for combating pain in gynecological cases; also in chronic morphinism. Dionin may be had in powder form or in 1 grn. tablets.

# **Orexine Tannate**

(Phenyldihydroquinazoline Tannate, KALLE)

An efficient appetizer and gastric tonic. Orexoids (4 grn. tablets of Orexine Tannate under the label of Merck & Co.) are on the market as well as the powder form.

LITERATURE ON REQUEST.

MERCK & CO., UNIVERSITY PLACE, NEW YORK.

You will be charged no more if you mention the SPATULA



# The Drug Market.



HE market during the past month has shown seasonable activity. Many changes in prices have occurred, and some of considerable importance. Spring business has started out

well and all are anxious to fully profit by the encouraging signs.

OPIUM—The old game is again in progress, and we are solemnly told that the growing crop is more than seriously injured, in fact, ruined, and a 15 ct. mark-up follows. Easy, isn't it? Those Turks are wily fellows. Demand comes readily on a rising market, and if they can make us believe their story, we buy their merchandise, generally, to regret the transaction later. Don't get worried about the crop yet. 'Tis possible there may never be any more Opium planted, but it is not safe to bank on it. It's possible the price may go much higher; 'tis possible that the present price is an average one.

MORPHINE will follow the crude drug to quite an extent. A mark-up in Morphine is likely.

CODEINE—No change. Good demand.

COCAINE-Weak and lower. It will go lower vet.

MFNTHOL-No great change.

COD LIVER OIL.—Here we find more trouble. The catch has failed and the business to be given up, if one may judge by current stories; however, wait, the season is not over yet. There'll be Oil to sell.

QUININE—Market off 4 cts. Some trouble with this article, it does not advance as it should, according to London speculators. Why? Oh, call it the levelling process of

supply and demand, and look for another drop.

ALCOHOL has been scarce on the spot, and about \$2.44 is present barrel price.

FLAXSEED is an article which does not attract much attention, but, nevertheless, is worth looking at. It has advanced nearly a cent per lb., and 31-2 cts. is about carload price.

SALICIN is soaring upwards and over \$5.00 per lb. is asked in a large way, over 100 per cent. advance. Scarcity of material is given as the cause.

COCOA BUTTER is another article which is considerably higher, a material advance having been recorded.

LYCOPODIUM has advanced about 20 cts. per 1b.

BISMUTH AND IODINE are firm at the advance prices.

CARBOLIC ACID which attracted such an amount of attention only a short time ago, is now without interest. Price is back to old figures or nearly so.

SALICYLIC ACID AND SALICYLATE SODA are lower, in sympathy with Carbolic.

GINSENG ROOT is extremely scarce, and prime root brings any price the holder chooses to ask. We heard of \$9.00 being asked for a pound by a wholesaler in town for the few pounds he had in stock.

GOLDENSEAL is still high.

IPECAC is somewhat higher, after having a fall of nearly \$1.00.

ERGOT is held very high.

GLYCERINE has been marked up a cent.

ESSENTIAL OILS have undergone no change.

#### PHILLIPS' CHOCOLATE.

Chocolate is one of the syrups most often called for at the soda fountain, and by it are your other syrups often judged. The chocolate that the Chas. H. Phillips Chem. Co. makes will please your most fastidious patron.

#### FRITZCHE BROS.

There are some fine drugs, essential oils, etc., that every druggist uses that must be exceptionally good and pure in every case, and for such articles none are more worthy of mention than the Fritzche Bros., of New York, who are a branch of Schimmel & Co., of Leipsic.

#### VELOX.

It takes an article of great merit to become universally popular in these days and especially in the photographic line. There are scores of "new papers" springing up each day but "Velox" still continues to lead in popularity. The reason? Its merits make it almost a necessity, and the Nepera Chem. Co. who manufacture it are rushed with orders as a result.

#### ROWE'S "NO THUMP."

Seeing is believing and when a patron of your soda fountain sees you wash glasses with a Rowe "No Thump" Tumbler Washer to knows his glass is clean, and hence enjoys to soda that much more. People drink when they most enjoy the soda.

Fluid extract of licorice is gradually replacing tincture of soap bark as a foam-producer in bottled sodas and other beverages.

POSITION WANTED BY EXPERT SODA DISPENSER and MANUFAC-TURER:—After April 1st I shall be open for ar engagement with any one wanting a dispenser. Understand thoroughly the manufacture of syrups, Ice Cream, Water Ices or Sherberts, the handling of fruits and fruit juices. Understand the management of help and am a capable buyer. My methods are known to the readers of the Spatula through the Soda Department. Can furnish best of references. Will go anywhere. Address,

E. F. WHITE, 6 Webster Ave., Allston. Mass.

# LANDERS' IMPROYED YAGINAL SYRINGE.

New, Patented, and just put on the market.

This Wire Cage Distender encloses a tube that is filled with small perforations, securing a uniform distribution in all directions. As a rule the pressure of the Vaginal orifice will prevent the outflow of any liquid except through the tube for that puepose, but in extreme cases of laceration the use of the shield may be necessary. The outflow tube (the one here shown with short rubber attached) carries off every drop of the inflow with absolutely no leakage, so that the user, while lying in bed can taketreatment unassisted or without the use of a bed-pan or rubber sheets. This syringe secures absolute cleanliness without inconver

Syringe with Bag Attachment.

A. R. YOUNG. MANUPACTURERS' AGENT,

Box 320. ROCHESTER. N. Y.

carry it in stock.

nience, and is so simple in construction that it can be taken apart and cleaned in a moment. Every druggist should

When writing advertisers please add the word SPATULA.

### PERISTALTIC LOZENGES.

For nearly seventy years Dr. Harriman's Peristaltic Lozenges have been on the market and recommended by reliable physicians throughout the country. The lozenges have proved themselves never failing in curing constipation, the prolific cause of ill-health. They are especially a remedy for ladies and the druggist who sells them is bound to gain the confidence of all he recommends them to.



CHAS. LAWRENCE & CO.
103 Commercial Street, Boston.

#### A DEPARTURE.

T. C. Wheaton & Co., Millville, N. J., the well-known manufacturers of Homœopathic Vials, are now selling their vials direct to retail druggists at manufacturer's prices, thus saving to the retailers the profits of the middleman. Savings of this nature are worth considering. They may not singly amount to a very considerable sum, but in the aggregate they do amount to a great deal. They are certainly worth considering, and all druggists who have enough business about them to make them want to buy closely should read the advertisement of the Messrs. Wheaton in this issue of the "National Druggist," and write them for further particulars.

Marked right through to the end—ads, and all. Everything is interesting.

### To make your SDDA DEPARTMENT pay.

Your man in charge needs our

MANUAL OF SODA BEVERAGES.

We mail it free on request.

SMITH & PAINTER, – Wilmington, Del.

# DRUGGISTS,

# AIM TO PLEASE YOUR CUSTOMERS.

WHEN A LINIMENT IS CALLED FOR, SELL

FOR 25 YEARS



FOR 25 CENTS

PER BOTTLE

# We Warrant it to Give Satisfaction

Requests for advertising matter promptly supplied.

OR REFUND MONEY

Quality, Quantity and Profit Right.

MINARD'S LÍNIMENT MANUFACTURING CO., - BOSTON, MASS.

Don't forget to say you saw their ad. in the SPATULA.

#### HEROIN.

Pharmaceutical chemistry has presented in Heroin a drug which has a specific sedative action upon the respiratory organs without any disagreeable or injurious sequelæ. Heroin relieves the irritation of the broncho pulmonary tract without diminishing the force of the respiratory muscles and also allays dyspnœa, without the least depression of the heart. It thus fulfils one of the most important indications in the treatment of chronic bronchitis, especially when combined with terpin hydrate, a drug which has long been employed with marked success on account of its expectorant qualities, and which also seems to have a very beneficial alterative action upon the affected mucous membrane. A most convenient and agreeable mode of administering these two remedies is in the form of the elixir of heroin and terpin hydrate, which is manufactured by Mesars. Schieffelin & Co. This preparation, on account of its palatibility, is well adapted for continued use in these protracted cases, and is a decided acquisition to the treatment of chronic bronchitis, as well as asthma, emphysema and allied conditions.

### SEND IT REGULARLY.

What few copies I have read are interesting and instructive, so send it along regularly.

W. P. Fisher. Worcester, Mass., Mar. 7, 1900.

#### COUNTER WRAPPERS.

Most manufacturers of proprietary medicine who use counter wrappers as a method of appealing to possible purchasers, seem to go on the theory that the druggists' wishes are not worth considering and any old thing goes out under the name of "counter wrappers." A notable exception to this rule are the wrappers supplied to the trade by the manufacturers of Castoria.

Druggists pride themselves on presenting neat packages to their customers. Chas. H. Fletcher knows it and gives as much thought to the counter wrapper question as to getting his signature before the public. We have no hesitation in saying that three-quarters of all the counter-wrappers sent out never reach the consumer because druggists will not trust a cheap grade of flimsy or shoddy paper, and when they are printed on both sides they have no place on a drug store counter.

You will not be disappointed if you drop a card to Chas. H. Fletcher, New York City; the most fastidious will be pleased, and there is economy as well as satisfaction in every wrapper.

# 月0月0月0月0月0月0月0日0日 ORANGE

YOU MAKE A GREAT MISTAKE IF YOU FAIL TO TRY\_

# Aromatic Tincture of Orange, W. & P.

This tincture is made from fresh Florida and California oranges, and contains no chemicals or oils. There is no orange extract on the market that gives more delicious flavor; just like the fresh ripe juicy fruit.

### FORMULA.

**\$1.00** per pint.

Ar. Tr. Orange, W. & P. ..... 1. 02. Makes 8 gallons of syrup. Simple Syrup..... gal.

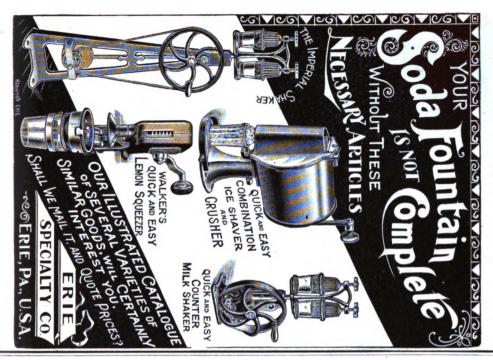
SAMPLES SENT ON APPLICATION TO

WEEKS & POTTER CO.,

BOSTON. MASS.

30월0월0월0월0월0월0월

Don't forget to mention Spatula when writing advertisers.



# DRUGGISTS' Orders

For Liquors receive prompt attention at our hands.

# CLARKE, RILEY & CO.,

ccessors to I D. Richards & Sons,

35 & 37 Commercial St.,

Established 1820.

BOSTON.

### MR. WIRZ'S GOODS.

The name of Mr. A. H. Wirz, Philadelphia, is already widely and favorably known as a leading manufacturer of metal caps for all kinds of perfumery and tooth bottles. Mr. Wirz's list of these goods is very extensive and varied and affords the widest range of choice in designs and at the lowest prices. He also makes a full line of collapsible tubes for pastes, jellies, creams and all semi-solid substances which require this class of containers.

#### COMMON PROPERTY.

The United States Circuit Court of Appeals has affirmed an opinion of the Circuit Court, which denied to the Vichy Company, as lessee, and the Republic of France, as principal, the right to enjoin makers of mineral waters from using the word "Vichy" as a name for their products. The appellants sought to establish trade-mark rights in the name, but the courts hold that anyone may use it.

GENERAL INFORMATION published monthly at 255 Main St., Binghamton, N. Y., tells subscribers where to buy mail order goods at wholesale. How to advertise successfully. Exposes postal frauds. Inserts clean ads. at roc. a line (no discount), cash with order. There Months on trial, roc. None free. One dollar per year.

Please mention the Spatula when writing advertisers.

# Our IO¢ Ice Cream Soda.

# Smoke-Ashmore Cigars.

10¢<u>BACH</u>— —3 f<del>or</del> 25¢ Bat Cough
TAKE THISE

SPECIMEN OF SIGNS MADE WITH SPATULA OUTPIT.

# Make Your Own Signs.

OST retail merchants do not realize how easy it is to acquire considerable skill in the art of making attractive card signs for placing on their counters and in their windows. With a proper outfit, which costs but a very little money, the average clerk can learn in an hour's time enough about this sort of work to render the services of a professional sign-painter entirely unnecessary. Attractive little card signs, often changed and ingeniously placed, are most excellent advertisements, and add much to the prosperity of the druggist using them.

The instruments necessary for the making of these signs are pens, brushes, inks and Bristol board. All these, however, have to be of a special kind made purposely for this kind of work. Most druggists do not know where to buy them, and even if they did they would have to send to many different places for them and pay separately for them much more than that for which it is possible to sell them when all collected into an outfit. This the SPATULA has done, and has got together an outfit for this work that contains everything necessary for the making of a large variety of store-card signs, and which costs the retailer as a whole, including the faintly ruled Bristol board, delivered only \$2.50.

The outfit consists of the following articles, which may be purchased separately, if desired, postage paid:

| 1 No. 1 Shading Pen   | .35    |
|---|--------|
| 1 No. 3 Marking Pen   |        |
| 2 dozen Round Writing Pens  |        |
| Various sizes.  1 Ink Reservoir   | .05    |
| 1 3-Pointed Pen (No. 400)   | . 10   |
| 1 Book of Instructions  | .25    |
| 4 Fitch and Sable Brushes   | .40    |
| 1 Bottle Special Black Ink  | .25    |
| 1 Bottle Special Red Ink  | .25    |
| 1 Bottle Special Blue Ink   | .25    |
| 1 Bottle Gold Sizing  | .25    |
| 1 Package Gold Bronze   | . 10   |
| 5 doz. Prepared Bristol Boards (i. e., faintly ruled. Postage 20 cts. extra.) | .75    |
| 1 Sample Sign   | . 10   |
|   | \$3.80 |
| Entire Outfit, Express Prepaid  | 2.50   |
| With the Spatula one year   | 3.00   |

including the faintly ruled Bristol board, delivered, only \$2.50.

\*A complete treatise on this kind of sign work. Tells about Colors and Ornamental work. Bronzes, Flourishes. How to paint signs on windows, to letter glass and mirrors. How to make off-hand signs with a brush. How to draw borders and circles. How to make off-hand signs with a brush. How

THE SPATULA PUBLISHING CO., 74 India St., Boston, Mass.



### NEW ENGLAND NEWS SUPPLEMENT.—March, 1900.

### Clerks' Union.

The drug trade of Springfield is now divided seriously on the question of the formation of a clerks' union, and with the recent developments, there is a prospect of serious trouble for the proprietors in the near future. The clerks' union was first broached at a meeting of about thirty clerks at 10.30 at night in the Central Labor Union Hall of the city, Mar. 4. The union was started at that time, but soon one of the prominent clerks of the city, W. C. Cowan, prescriptson clerk for Albert Lerche, circulated an agreement not to join the union, among the clerks. This was signed by a large number on the ground that it would be undignified to affiliate with such unions as the Coal Heavers' Union, and it was presented by Mr. Cowan at a meeting of the union. The union refused to disband, and now the clerks are evenly divided as to their allegiance. The Central Labor Union has stepped in with the statement that it will throw its support with the new union. This means the boycotting of non-union stores, and as the 4000 union men of the city succeeded in winning 90 per cent. of their boycotts last year, the non-union clerks are expecting to be ordered into the union by their employers. Seven of the biggest stores of the city are now union, but the organization numbers but two registered clerks. A meeting of the proprietors was held, Mar. 21, to discuss the matter, and it was decided that the union must be opposed, if any attempt is made to force men to join it. This the union is sure to do after it is firmly organized, and both union men and their opponents expect a boycott war.

### Banquet of Druggists.

The first annual meeting of the Berkshire County Retail Druggists' Association was held on Feb. 21, at the Wendell, Pittsfield, Mass., and was in every way a successful affair. The business session was held shortly after 12 o'clock, there being present Edward C. Blossom of North Adams, F. E. Mole of Adams, J. S. Moore of West Stockbridge, E. M. Ellis and W. B. Clark of Stockbridge, J. F. Whiting of Great Barrington, F. F. Carliss of Sheffield, Willis Chapin of Williamstown, H. E. Heebner of Lee, Jacob Appell of Dalton, John H. Manning, Carl Hydren, Charles M. Whelden, Philip A. Lowe and R. E. Willard of Pittsfield, and J. F. Wheeler. The following officers were elected for the ensuing year: President, F. E. Mole of Adams; vice-presidents, J. F. Whiting of Great Barrington, and F. A. Hull of Pittsfield; secretary, Jacob Appell of Dalton; treasurer, H. E. Heebner of Lee; executive committee, G. A. Hastings of No. Adams, Carl Hydren of Pittsfield, F. C. Hagyard of Lenox, F. M. Moore of Housatonic, and G. S. Moore of West Stockbridge. After the business meeting the members of the association and invited guests, numbering twenty-six, went to the private dining-room, where a sumptuous spread was enjoyed. The afterdinner speeches were each limited to two minutes, but in a majority of cases the time was extended. Plans were formulated for the organization of the wholesale association, which will take place soon. A number of new members were admitted to the retail organization yesterday.

### Death of Mr. Babcock.

Mr. Leonard G. Babcock, for thirty-three years post-master and pharmacist of Lexington, Mass., died at his home on Mar. 15, aged 59 years. He was a son of one of Massachusetts' oldest families and a man highly esteemed by all who knew him. At the breaking out of the civil war Mr. Babcock enlisted in the 11th Illinois Regiment and served three years, taking part in several important battles. He was a member of the George G. Meade Post 119, G. A. R. of Lexington. He served the town in several official capacities. including those of town treasurer and collector, and was also a member of the committee on the Hayes fountain. At one time he was treasurer of the Lexington Savings Bank. Mr. Babcock was a mason, a member of Simon W. Robinson Lodge of Lexington, and Menotomy Royal Arch Chapter of Arlington.

### Heeaulted.

About one o'clock on the morning of Mar. 15, N. L. Graves, a druggist, of 569 Tremont street, Boston, was boldly assaulted on the corner of Dartmouth and Appleton streets. Mr. Graves says that a man entered his store just as he was closing for the night and asked for a glass of soda. The drink was served and both men left the store together. They had not gone far when the man boldly struck Mr. Graves in the face and demanded money. Calling for help Mr. Graves gave him twenty-five cents, and after getting the money the would-be highwayman fled. The police are now looking for a man answering the description given by Mr. Graves.

Charles T. Gorman has been taken in as a member of the firm of Philo W. Newton & Co., of Hartford, Conn.

Under the firm name of the Bristol County Drug Co., W. C. Chamberlain, Taunton, Mass., will conduct the drug store recontly controlled by Angelo Smith.

E. S. Watts & Co., of Fall River, Mass., are about to open an elegant drug store at 1030 So. Main street. The fixtures are the handsomest possible and furnished by Chas. P Whittle.

### M. C. D. Notes.

Dig is now the word at the college. These are the days of the home-stretch and a rubberneck will not win it.

The class of 1900 are buzzing about the Class Day and Graduation Exercises. Plans are being hatched, and it is hoped that they will not prove fragile.

The annual meeting of the Alumni Association, at which new officers will be elected for the ensuing year, will be held April 12. An important change in the Constitution will be acted upon at this meeting.

W. A. Gregg, '99, and F. E. Bigelow, '98, are with Whipple & Mansfield at their South Salem store.

C. T. Simpson, '99, is now at the Copley Square Drug Store, Boston. His former position with L. D. Drury of Roxbury is now filled by R. H. Thompson, '98.

### Marning.

The Massachusetts Druggists' Alliance sent out, Mar. 22, to its members the following notice:

Officers from the Internal Revenue are spotting druggists. If you have any labels in your store that are not proprietary, which recommend the preparation for any medicinal use, as for instance, "Tr. Rhubarb for Diarrhoea etc.", and have others printed without the recommendation. If you bottle wine, stamp pts. 1 ct. stamp, over 1 pt. 2 ct. stamp. Stamp Hamamelis as other proprietary articles. WM. W. BARTLET,

Pres. Mass. Druggists' Alliance.

John J. Carney, who has opened the store at one time owned by Lemaitre Bros., Manchester, N. H., will employ W. R. Davis and Alfred Gagnon as assistants. He will do business under the name of the Carney Drug Co.

D. F. Giles & Co., of Concord, N. H., have removed their Bee Hive pharmacy to 87 No. Main street, where they have very attractive quarters.

A large quantity of goods in the cellar of M. K. McLaughlin's drug store in East Manchester, N. H., was damaged by the recent floods.

### fighting War Cax.

Deputy United States Marshal McDonald has served an attachment in the sum of \$10.000 on James D. Gill, collector of internal revenue, Boston, placed by a lawyer in behalf of Herbert L. Hildreth, manufacturer of a brand of molasses candy advertised to cure coughs. colds, etc. Soon after the war revenue tax went into effect, Collector Gill decided that this brand of candy was subject to the tax. holding that it was advertised as a patent medicine, and in December, 1898, Mr. Gill made demands on the manufacturer to make returns to him of the amount of sales since the war tax went into effect. This was done under protest and the manufacturer now seeks to recover the money paid by him. Mr. Hildreth claims that his candy has no medicinal value and never did have, and he has removed all wording from his advertisements that would cause that impression.

### Quickly Hbandoned.

Representative Lydon's bill, which provided that the formulæ of all patent medicines be printed on the label, was before the Committee on Public Health of the Massachusetts Legislature, Mar. 12, when strong opposition was developed. Mr. Lydon himself was against the bill, and Representative Wheeler who also put in one providing that the formulæ should be filed with the State Board of Health, said he did not favor his own measure but preferred it to the Lydon bill. Both measures were opposed by Mr. F. W. Kittridge of J. C. Ayer & Co., and by Messrs. Fred Carter and G. D. Gilman, wholesale druggists of Boston. The latter said that the printing of the formula would lead to a great deal of litigation because of alleged infringements, and that it would not be of advantage in competition, for while all the ingredients of a remedy might be known, they would be of no benefit unless properly combined. The hearing closed.

Kelly & Durkee of 392 Boylston street, have assigned for the benefit of their creditors.

Ernest L. Parlin, for three years an employee of the Sturtevant Pharmacy, Portland, Me., has bought out that establishment.

### H New Drug Company.

The Berkshire Drug Company was formally organized on March 8, at Pittsfield, Mass., where the headquarters of the company will be. The following directors were elected: R. K. Willard, Carl Hydren, F. A. Hull of Pittsfield, H. E. Heebner of Lee, J. Wells Thompson of Adams, Jacob Appell of Dalton, Frank Hagyard of Lenox. The directors elected these officers: President, Jacob Appell; vice-president, Robert K. Willard; secretary and treasurer, Carl Hydren.

### Nine Thousand Dennies.

On the morning of Feb. 24, the drug store of Frank E. Norris, Hyde Park, Mass., was entered by burglars and robbed of about \$200 in cash and stock. They broke in through a window and from traces left behind there seems to have been three or four in the foraging party. From the store they selected small articles, razors, knives, cigars, cigarettes and playing cards being the goods taken. Mr. Norris, who is well known for his attractive window displays, had at the time of the robbery, one of his windows filled with new pennies and these, \$90 worth, were carried away in the stout leather bag-in which they had been brought out from Boston. Six dollars were taken from the cash register.

### More Liquor Crouble.

Chief Healy of Manchester, N. H., has made up his mind that the illegal sale of liquor in his town shall be stopped, and his first move to gain this result was to warn two druggists and the owners of the property which they rent that unless the alleged illegal sale stops he will serve injunctions as provided for in the amended nuisance act of the last State legislature. The old law provided that injunctions might be granted on request of twenty citizens. Now injunctions can be granted only on complaint of mayor, selectmen, State attorney, district attorney or chief or superindent of police. This is the first time in Manchester that the new law has been appealed to.

# Hbout New England.

Forbush & Forbush have opened a new drug store in Dorchester, Mass.

Edward Cantwell, a Fall River druggist, and Miss Ellen E. McDonald were married on Feb. 23.

The interior of Pearson's drug store at Lowell, Mass., has been entirely renovated and presents a most attractive appearance.

Thomas F. Coady, for two years manager of W. C. Middleton's drug store at North Attleboro', has bought out that establishment.

Charles Perry of Natick, Mass., will remove his drug store from West Central street to Clark's Block.

B. B. Merrill will move from his present location on Holyoke square, Bangor, Me., to Penobscot square.

Charles Small, in behalf of Morrison & Co., has re-opened the Village Pharmacy in the Rogers Building, Bar Harbor, Me.

Alexander Fraser's drug store in Oldtown, Me., was damaged by fire to the extent of \$10,000 on Mar. 10.

Abbott & Stubbs of Ware, Mass., are closing out their drug business preparatory to retiring.

Walter A. Washburn, a druggist in Lynn, was fined \$50 by Judge Barry for alleged violation of the screen law.

Alvin George, Jr., of Roxbury, Mass., has filed a petition for bankruptcy with liabilities of \$1419 and no assets.

Burglars entered the store of N. P. Tobey, at the corner of Putnam avenue and Brookline street, on Mar. 11, and relieved the place of about \$25 worth of goods.

Arthur Thayer has left the firm of G. C. Goodwin & Co., and will, in the future, travel in New England for the Mallinckrodt Chemical Co.

George W. Fuller, for eight years past Southern New England salesman for the E. L. Patch Co., of Boston, has severed his connection with that firm.

C. F. Nixon of Leominster, Mass., represented the State Board of Pharmacy at the National Pure Food and Drug held at Washington on Mar. 7.

The drug store of J. R. Bigelow, Blackstone, Mass., was entered by burglars on the morning of Mar. 3, and by blowing open the safe they obtained about \$40 in cash. The building was badly wrecked by the explosion.

M. C. Brigham, of Natick, Mass., who has been located on Summer street for fifteen years, has moved to the corner of Main and Central streets, which is considered the best stand in town.

M. C. Brigham, of Natick, Mass., has just moved into his new store, which is the handsomest in the city, being fitted in mahogany. and white and gold. Chas. P. Whittle supplied the fixtures.

On the charge of having violated the law which requires that practising physicians and surgeons be registered at the State House, Harry R. Foster was arrested, Feb. 27, at the drug store of John N. Amesin Chelsea, Mass., where he is employed as a clerk.

W. A. Kneeland & Co., of Malden, Mass., have one of the finest drug stores in the State. It was furnished throughout by Chas. P. Whittle of Boston, and the material used was selected quartered oak with an old English finish.

With a capital stock of \$25,000 divided into 1,000 shares, the Naxon Manufacturing Co., of Boston, has been incorporated. The officers are: James H. Cleaves, president, and Annie L. Wade, treasurer. Extracts and patent medicines will be manufactured and sold by the company.

Extensive alterations are being made in Klein's Pharmacy, on the corner of Tremont and Boylston streets. Mr. Klein has leased the adjoining store on Tremont street and when the two are connected they will make one of the most attractive retail shops in the city.

It would seem that pills are not the only things that druggists can roll, to judge from the able manner in which the Eastern Drug Co. team out-bowled the representatives of the American Type Foundry of Mar. 14, at Carruthia. The Drug Co. won three straight games.

The drug store of Nathan P. Tobey, of Cambridge, was entered by burglars on the morning of Mar. 10 and thoroughly ransacked. Five dollars in money and stamps were taken and several gallons of whiskey. Foreseeing, no doubt, the enlarged heads that would result from the liquor taken, the thieves also stuffed a half box of patent headache powders in their pockets. A bag containing from was overlooked, as it had been hidden in an herb drawer.

#### ENTERTAINED.

The J. C. Ayer Co., of Lowell, Mass., entertained their employees at a banquet on March 14. Mr. Alfred E. Rose presided and in a short speech told of the remarkable growth of the company in the last year, forty-six per cent. more business being done than in any previous year. He also presented each employee with a copy of Elbert Hubbard's "A message to Garcia," a little homily, as he said, on the prompt and intelligent services of employees. The menu card was a very artistic design, being printed on blue stock in colors, and containing an insert of a three-colored half-tone work, which represented all the preparations put out by the company. The printing, designing, etc., of the whole card was done in the Ayer Printing Department and is an exceedingly clever piece of work, reflecting great credit on the concern. An entertainment and dancing followed, and by all this third annual banquet was voted a great success.

MOST OF ALL.

I enjoy reading the SPATULA most of all my JOHN W. MILLER.

Dayton, O., Mar. 10, 1900.

"How old are you, little girl?" asked a Cambridge school teacher of a new pupil? "Please, marm," she replied, "I'm 7, except on the horse cars, and then I'm only 5."

The age of the G. O. Taylor Old Bourbon and G. O. Taylor Pure Rye Whiskies, when bottled by C. H. Graves & Sons, is just the age to make it smooth, mellow and wholesome.

Licensed deaiers will guarantee its purity and excellence. See that our firm name is on the label and over the cork. Sealed bottles only. CHESTER H. GRAVES & Sons, Sole Proprietors, Boston, Mass.



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Refuse to accept Velox not in original packages bearing our trade-mark, 

### Lycetol.

Among the various uric acid solvents suggested from time to time piperazine has gained a prominent place, and has certainly proved a valuable acquisition to the materia medica in the treatment of gout, lithæmia, stone in the kidney, and the uric acid diathesis in general. This remedy, however, has the disadvantage of not being a stable substance, being greatly affected by heat and moisture. It has been also found to cause gastric disturbances in some persons when administered for prolonged periods. These objectionable features are not present in lycetol, which is a chemical combination of dimethyl-piperazine with tartaric acid, that is, the tartrate of dimethylpiperazine. This appears as a white crystalline powder, perfectly stable and readily soluble in water, having a very agreeable taste like that of lemonade. The dose is 5 grs., three times daily, given in an abundance of water, plain or carbonated. In cases of gout it speedily relieves the pain and other discomfort, and prevents recurrences of the attacks, while it has proved of great value in stone in the kidney, gravel and other manifestations of uricacidemia. Lycetol is supplied by the Farbenfabriken of Elberfeld Co., of 40 Stone street, New York, the selling agents in America for the Bayer pharmaceutical products.

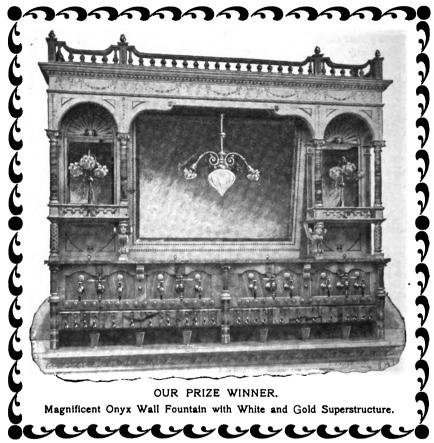
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At every exhibition where the Soda Fountain Trust has competed with our apparatus, we have carried off the first prizes. In fact, in every contest we have had with the Trust we have been victorious. We have placed most important contracts in spite of their bitter competition and misrepresentation of our fountains. We beat them in a patent suit in which they spent three years of valuable time and upwards of five thousand dollars trying to prevent by injunction the sale of our fountains.

PICK A WINNER FOR 1900 When you buy the new fountain. Don't buy an outclassed Trist judges of the National Export Exposition decided to be the best now on the market, viz., GREEN'S POLAR SYSTEM. Send for Catalogue of elegant designs if thinking of buying a soda fountain or exchanging your present fountain, and for our Illustrated List of Seconds if you want to "make a show" at small cost, or are "doubtful whether soda would pay," and don't care to invest much money to try the venture

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Our Vials are heavy and good finish. Sample Mailed if desired. . . . . .

T. C. WHEATON & CO., Mfgr. Druggists' Prescription Ware.

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MILLVILLE, . N. J.

# March, April, May

Are the months when there is the greatest demand for Hood's Sarsaparilla, and every indication points to an enormous increase in the sales this year.

We gratefully appreciate the fact that retail druggists have been ready to supply this demand in the past, and feel confident they will do so now.

This is merely a reminder for you to look over your stock of Hood's Sarsaparilla, Hood's Pills, Hood's Tooth Powder, and Hood's Medicated Soap, then order TO-DAY, if necessary.

The advertising for our preparations will be, as heretofore, original, unique and effective.

If you wish printed matter with your advertisement thereon write to

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# BOTTLE STOPPERS.—

COLLAPSIBLE TUBES.

Pill Machines

Pill Compressors.

Suppository and Bougle Moulds.



Metal
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THE SHOW WINDOW is now the recognized authority on window trimming in America. From month to month it illustrates all that has been done to make show windows attractive and remunerative, and also tells what may be done. Its writers are the acknowledged masters of the art of window trimming, its suggestions are practical and valuable, its cost so low that all may become subscribers. It is the official organ of The National Association of Window Trimmers of America.

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They not only save time and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of z,000 each size, at the following prices:

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| ₹- <b>-</b> | .50               | 3 3-16X3 13-16       |
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Estimates for any size and quantity furnished upon application. Special contracts made with large manufacturers of Rochelle and Headache powders.

Samples sent FREE on application by mentioning THE SPATULA.

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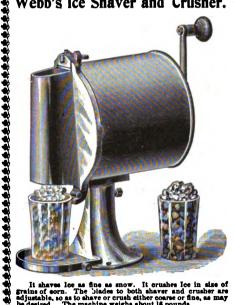
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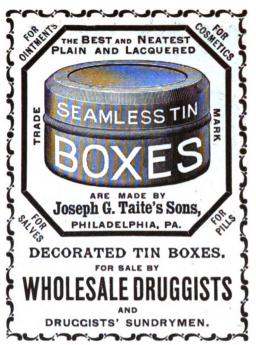
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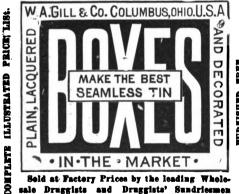
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Windsor Holder.

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HAVE recently been questioned several times by correspondents regarding the statement made by me that I can increase a druggist's business. I don't pretend to claim any patents, or that I have discovered the only infallible method of accom-

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plishing this, nor do I here intend to go into details of ways and means of doing it, which are reserved for my customers. I think, however, a general statement of conditions ought to show any reasonable druggist that the opportunity exists, and that a man like myself who has devoted a good part of twenty years to studying the best means, ought not to meet with insurmountable difficulties provided the druggist himself don't present them. Properly, the very nature and teaching of a druggist's business, from the first inception, is the value of pure goods. His business is founded on this fact. With him it is a principle, and so thoroughly has it been drummed and drilled into his mind that he has ceased to regard it in any other light than a demonstrated fast—a naked truth—that ought to be as apparent to others as to him. Here he forgets the education that he has been years in acquiring, and which the world who trade with him knows very little about. I say he forgets it-no, that is wrong; he fails to forget it. He remembers it so well he assumes that every one else does, and that his simple assertion "Pure Drugs and Medicines" is all that is necessary to convince the public. Now, let us take the other side of the question for sake of illustration. Here is a man who has got a fraud to sell. We will say he is a shrewd business man. He must be or he can't sell it at all. He knows that a naked fraud won't sell. He may be a neighbor of yours and he comes over and borrows all the clothes you have failed to use to dress up poor truth which you are trying to push out into the world, cold and naked; and he decks out that fraud in such manner that even your own wife will go in and buy it, while truth is left on your shelves hiding and

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blushing at its own nakedness. It is said, "Truth is mighty and will prevail." ever wrote that probably intended to give truth an even show. That's just what I believe. I don't believe in humbugging, notwithstanding the assertion of the late P. T. Barnum, who claimed that people liked to be humbugged. Human nature is so constituted that it wants to be made to feel that it is getting a great deal for its money. However good, or pure, or honest an article you have sold your customer, unless you have in some manner impressed this fact upon him or her you have accomplished less for your future interest than your neighbor who has sold a fraud with high sounding praises. Now the ground I take and upon which I base action is that if a quarter of the pains and skill is used to impress the public with the truth that is required in case of pushing a fraud, good results will follow. There is no conjecture, no magic, no humbug, and it's easy when you know just how to go about it. Four months ago one of my customers wrote me that their prescription business was not increasing as fast as business in the other lines, and that if I had any good plans for increasing it they would be pleased to have them. I forwarded them detailed plans, which they acknowledged promptly and promised to carry out at once. I have just received a letter saying their prescription business has increased in volume three times. Their entire receipts are from \$125 to \$150 per day, which is about twice as great as when they were refitted by me less than a year ago. I apply to your business just those methods that win with the public, the physician or with whomever you have to deal. It's an application of business and advertising methods dictated by common sense and long experience. I have yet to learn of a business that cannot be improved by it. Meantime our business is fitting up drugstores and as far as possible we wish to have the store stand as a sponser for the facts, which, through my advice, you present to your customer to convince him of the desirability of doing business with you. The main issue is that you DO get the business. That's all we promise. That's just what we fulfill.

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Vol. VI

Boston, 用pril, 1900

No. 7

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this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

### The Next Pharmacopoeía.



In a few days the succeeding Pharmacopæia will have its fate determined. The Revision Committee meets in Washington, May 2nd.

where it will wrestle with the questions of doses, the recognition of new remedies, the assay of drugs and the changes in methods. Only the generalities of the new book will be decided by this committee but its character will be settled quickly. Shall it become a useful book, or an obsolete scientific fossil? The next few days will decide.

### What Shall It Be?

The first three Pharmacopæias of the United States were compiled wholly by physicians. In 1850 pharmacists first had a word to say concerning it, and their influence has been steadily increasing since. Contrariwise the interest and influence of the physicians have steadily decreased, and according to present prospects the next Pharmacopæia will be dominated by pharmacists. It lies in the power

of pharmacists to make the next Pharmacopæia in a larger measure, just what they wish it to be, and if the next issue is not a practical work it will be the fault of the pharmacists.

#### 用 Case in Doint,

That it pays a druggist to take, pay for and read some good pharmaceutical journal was again forcibly illustrated a few days ago. One of our East Boston subscribers read in our March number that ginseng was then worth \$9.00 and hard to get at that price. He remembered he had some time before bought a pound from a Chinaman for \$3.00. He looked it up, found it intact and perfect and immediately carried it to the Eastern Drug Co., which at once gave him \$9.00 and asked him for more. The Spatula had paid for itself for six years.

#### Claste Dower.

If human nature would put onetenth the study that mechanics have put into the subject of waste power, conditions would be different. The mechanic chafes at the idea of a waste of one-tenth power in an engine, but the genus homo is content to allow nine-tenths of his power go to waste for lack of energy and direction to utilize The trouble is we are apathetic and find it easier to drift along with the current than to try to stem it. Or if we do get stirred up and put our energies to work, we lack the patience to direct our energies into permanent lines, and get exasperated or discouraged at the first rebuff. Determination is a rare quality in human nature.

#### "five Chents Worth of Bluebird."

That's the hardest conundrum we ever had to guess, in a store. It was propounded by a four-year-old, who spoke his piece plainly and had his money in his hand. We guessed wildly at it,-Blue-flag, blue-stone, blue-cohosh, blue pills, blue ointment and blue blazes—none of these. He was sure it was "bluebird." but "nobody" was sick, and he didn't know what it was for, nor had his mamma written it down. Finally, we thought to ask if he had a bottle for it, and he pulled out a vial labelled "Syrup of Rhubarb Arom." The riddle was solved and all were happy. Can any of our readers tell a better one?

#### Carrom.

To carrom is to strike and then rebound or glance off. It applies to many things besides billiards. If an idea or a principle is not struck fair, a carrom follows, and both the man who strikes and the thing struck at go off on a new track. There's been a collision, but instead of a straight drive ahead there's a new combination to face. There's the trouble with trade, legislation and scientific efforts by pharmacists. A hit is made at cutting. If it hits square the cutting is driven into a pocket and there's a remedy. But if it hits a little off the centre a carrom follows and the cutter has a new advantage, while the hitter

gains little or nothing. So with laws. Many a pharmacy law is a carrom to the druggist because it was not framed so as to hit the conditions squarely. It's the carrom hits that kill efforts, particularly concerted efforts.

#### The Orbit of Thought.

The world moves in an orbit, and its inhabitants think in like manner. We swing from one line into another and then back again into, or at least near to, the original. A few years ago we wanted new remedies, now we are putting a new value on old. Anon we were jealous of the scientific things. now we are anxious for the useful. The homœopath gives a depressent because when the depressant action is passed there follows a stimulus, and the allopath gives a stimulant and trusts that the depression to follow will in turn swing back to normal. Thirty years ago pathologists were deep in the study of cell structure and function; then the bacteriologist swept the field and the germ-theory buried the cell-theory completely. Now the germ is losing his influence and the cell-theory is re-claiming attention. All ideas have their extremists and all their opponents. It's the balance which finally reveals the truth.

#### Small Potatoes.

The American Druggist celebrated, March 25, the end of the century by publishing a number much larger than usual which contained many valuable essays by prominent pharma-

cists upon subjects of general interest to druggists. Although the SPATULA has not received a copy from its publishers it has borrowed one and looked it over with much interest. It is certainly, in many ways, a very creditable performance and we have no doubt that practically all of the 10,000 druggists to whom it was sent gratuitously have found it well worth having. It is too bad, however, that the compiler of such a magnificent volume should allow himself to be guilty of such an infinitesimal piece of smallness as to omit entirely any reference to the SPATULA in his list of seventytwo live and defunct (mostly the latter) journals that are or have been devoted to pharmacy. It is the first time that we have had the fact brought to our attention that we neither exist nor ever did exist. We are confident that at least a few of the 10,000 recipients of the special number of the A. D. referred to can testify to the contrary. It is to be hoped that the next time our esteemed contemporary essays a task of this kind it will be a little broader if not quite so thick.



NINA.

#### Licorice Root.

Licorice root is one of the oldest plants used for medicinal purposes, for as far back as 340 B. C., Theophrastus mentioned the root extract as a remedy against diseases of the chest. Dioscorides described glikkiritza as a plant, the root of which was sweet.

The Romans made an extract from the root—for Andromaschus, Nero's physician, speaks of it as being one of the many constituents he used in the celebrated Roman Panacea, and named the extract used, cyanea glycyrrhizin.

The Benedictine monks first introduced licorice into Spain about the fifteenth century, and its culture has been carried on there with much more care than anywhere else; so that to-day, the roots grown in Spain, particularly in such provinces as Toledo and Zaragoza, are unquestionably the best.

Next to the Spanish roots, those from Anatolia and Russia are considered the best of the so-called Greek roots, all of which have a much more bitter or stronger taste, and are used principally to make the extract used in such large quantities by the manufacturers of plug chewing tobacco.

Great quantities of licorice root are also grown in Italy, Greece, Persia, Asia Minor and, China; but very little, if any, of the root grown in China ever reaches this country.

The plant is of the hardy variety, and has been known to stand considerable frost; but it is best suited to a warm climate, where it needs but little care. It grows most luxuriantly in the valleys that are well watered and on the lower mountain sides.

The Greek roots are gathered by the peasants during the winter months. They carry them in small lots to the buyers, who have them spread on the ground until dry enough to keep from moulding, when they are piled under covered sheds, and, after being thoroughly cured, are put up in compressed bales, weighing from 300 to 400 pounds each. Of this variety there are from 90,000,000 to 100,000,000 pounds imported annually.

The Spanish roots are gathered and cured in the same way, but are packed in loose bales,

weighing about 125 pounds each. The importation of Spanish roots, compared with the Greek, is quite small, being only about 4,000,000 pounds, and perhaps 100,000 to 125,000 pounds of selected and bundled root, such as is used by the confectionery and drug trades.

Some licorice root is cultivated in the vicinity of Pontefract, England, but it is all used in the factories in that locality, in the manufacture of Pontefract cakes. There it is grown in trenches (having the general appearance of celery beds) no crop being attainable until the fourth spring. The plant grows from two to three feet high. The leaves are pinnate, and it bears small yellow flowers. Nothing but the root is utilized, the stalks being used for fuel.

The quality of extract depends largely upon the root used. Some have a large quantity of natural starch, while others contain little or none, and some roots imported into this market would hardly pay for the extracting at any price.

#### ARTIFICIAL VIOLET OIL.

Dr. Klimont, the author of that useful little work, "Aromatica," has patented a method for the preparation of artificial violet oil. Whether this will have any influence on the existing patent-disputes or not remains to be seen. His process is as follows: A mixture of equal parts of citral, acetyl-acetone, acetic acid, sodium acetate and acetic anhydride is heated for twenty-four hours on the waterbath, and is then washed several times with water, and a jet of steam is passed through the mixture until no citral nor acetyl-acetone passes over. The remaining acetyl-pseudoionone is treated in the cold with concentrated mineral acids. The isomerised product is washed with water and alkali and is then steam distilled, when acetyl-ionone passes over: This body possesses a strong aromatic odor, and boils at about 150° under a pressure of 10 mm. By the action of alkali it can be converted into ionone.

AT Please be careful in sending in photographs to see that they are not sealed unless full letter postage is paid upon them.



JUST THE WAY PAPA DOES.

(From photograph contributed to Spatula Prize contest by G. H. Holmes, Claysville, Mo.

### That Little Hccount.

BY THE SPATULA.



VERY house that does a credit business has a certain number of slow accounts; these are always an annoyance, and in cases

where the capital is limited may become an embarrassment. The charges in a retail business are apt to be small, but in the aggregate they will make an amount which, if not an inconvenience, it would be very comfortable to have added to the bank balance. Perhaps it is not practicable to collect by personal solicitation, and the debtors will not pay attention to bills; it is the purpose of this article to show how these may be made an urgent personal request, without being discourteous.

In the first place, it is well to remember that it is easier to refuse credit without giving offence than to withdraw it after it has been given. An explanation to the effect that all your prices are made on the basis of immediate cash, and that it is your purpose to do business only for cash will often secure you a profitable cash customer instead of an undesirable credit one. Every business man has to take business risks, but he doesn't run any larger chances than he can help, and some people are not good business risks.

Statements of account should be made out on the first of each month. A notice, such as is used by many large retail houses, may be advantageously printed on this form. Not obtrusively, but in good, plain readable type. It should read something like this: "Our terms are cash, but as an accommodation to our patrons we are willing to keep an account of one month's purchases. Bills are due when rendered." Some of your bills will be paid immediately; these are the good accounts that never trouble you. On about the 15th of the month, the accounts remaining unpaid may be classified as good, but slow and undesirable. You don't want to offend the good but slow man, yet it may be that it is just his dilatoriness that keeps the three, five or seven per cent. cash discount aggravatingly just out of reach. Another set of statements should be made out by this time. On these should be written or stamped, "Has this been overlooked?" or just the word "overlooked?" Writing is better, it shows that the matter has your personal attention, and beside directing notice to your wish for payment provides an excuse for the delay. This should bring you a second grist of payments.

For such accounts as are still unpaid on the 25th of the month, and, if you are careful with your collection, this should be a very small percentage, a third statement should be made, with an arrow or roughly drawn hand in heavy pencil calling attention to notice stating your terms. For accounts still open the second month after purchase, a statement with "Payment of this will be greatly appreciated," should be sent, and if this does not have the desired effect, a state-

ment with pencil note "5th statement" will direct attention to the age of the account.

Of course, these cannot be set down as ironclad rules; circumstances alter cases, but generally speaking, the salaried man who is the retail store's largest customer, should be able to pay any bill he has a right to contract when it is due. The homely adage, "You can catch more flies with molasses than vinegar," is especially applicable to collecting, but it is a mistake to be too lenient. The easy man always gets left while the man whom it is hard to "stand off" gets his money.

Another thing; when the trouble and expenses of collecting an account more than balances the profit of the transaction, withdraw the credit. You may lose the trade, but it is an even chance that if the speech is courte-ously worded you will still have it and on a cash basis. If you do lose it you haven't lost much, and you can probably more profitably expend the energy you formerly used to collect the money.

THE SPATULA earnestly desires short articles, ranging from a single paragraph to 1500 words, from practical druggists upon practical subjects connected with the business of the druggist. It wants particularly articles whether long or short, within the limits mentioned, which describe novel methods which might to advantage be adopted by other druggists; also amusing incidents, anecdotes, short piaces of humorous poetry, queer prescriptions and orders, or anything in short that will instruct or interest our readers. Such contributions must in every case be original, or never before printed, and written on only one side of the paper.

We Send in your questions, we don't know everything, but we have facilities for finding out a great deal.



THE NIGHT BEFORE THE BOARD EXAMINATIONS.

## A Lesson. A

BY THE LEARNER.

CHAPTER I.



OW do you do, Mr. Scott," said an elderly stout gentlemen as the druggist went forward to greet his customer. "How are you, Mr. Wall?"

isked the druggist, "I haven't seen you for a long time. How is everyhing at Rugby?"

"I am pretty well," replied Mr. Wall, "but I can't sleep. You know I lost my son not long ago, and when I lie down at night I get to thinking about him and can't close my eyes.

The doctor up there has been giving me an opiate that makes me sleep, but I feel so wretched in the morning that I would rather lie awake all night than take it."

"You had better see one of our physicians here in Harrison, Mr. Wall. No doubt they could give you relief."

"I thought I would to-morrow, but it is late and they have all gone home, so I want you to prepare something for me that I may get some rest tonight."

"I am not a physician, Mr. Wall, and it is not in my province to prescribe, but I guess I can put up something to help you out to-night," replied the druggist, as he walked back to the prescription case, returning soon after with a filled two ounce bottle labelled:

10 grs. Chloral Hydrate and 10 grs. Potas. Bromide to each teaspoonful. Dose, teaspoonful as needed.

"Try this to-night, repeat the dose in an hour or so if needed, thirty-five cents, thank you, hope you will rest, good-night," and the tired druggist wearily turned out his lights, locked the door and sought his own bed, not needing the help of any drugs to woo "tired nature's sweet restorer."

The next day Mr. Wall went to the drug store and thanked the proprietor for a good night's rest. "I took only two doses," said he, "slept good and sound and feel refreshed this morning. I am going back to Rugby this evening and wish you would put up a four ounce bottle for me to take along."

"All right, Mr. Wall, but you must be very careful in using it; don't take more than necessary."

#### CHAPTER II.

CINCINNATI. Feb. 16, 1899. MR. G. W. SCOTT, Harrison, Tenn:

Dear Sir:—Tuesday night I was called to see Mr. Robert Wall of Rugby, stopping at the Hotel Flanders of this city. From his symptoms there was no difficulty in pronouncing him suffering from profound chloral poisoning. When he was able to tell me how much of the drug he had been taking, the only strange part was that he was able to tell the tale at all, He had with him an almost full bottle (4 ozs.) on which the formula 10 grs. Chloral and 10 grs. K. Br. to 3i was written and on one of your labels. Hence this letter to you. He told me that in five days he

had had that bottle filled three times and hal taken a half size bottle (2 ozs.) previously, :: ozs. in all, amounting to 1120 grs. of each drug, an average of 224 grs. in the twenty-four hours.

You may consider yourself fortunate that he had consciousness left enough to come to Cincinnati, as I have no hesitancy in saying that a few days more of this would have resulted in his death. As it is, while he does not know it yet, he is a chloral habitue to a small extent. as in spite of my orders he would have drained the bottle he had, had I not taken it away with me. I wish to say most emphatically that he has not been drinking. I am not writing you this as a threat, but in the greate: spirit of kindness and for the interest of my patient. You know of the loss of his son, but you do not know of the terrible mental depression into which this has thrown him. I: may be that he may again wish to seek temporary oblivion by the chloral route, or as he knows it fortunately only as the medicine you gave him. So I write you to put you on your guard never again to give him this drug in any quantity save on a physician's order. which of course relieves you of all responsibility in the matter.

In conclusion, I again express the hope that you will take this matter in the spiritin which it is offered, and that this may be a lesson of the risk you run, not legally perhaps, but certainly morally, in usurping a physician's progative without a physician's warrant. No one but you and myself know the circumstances, nor will they.

Respectfully yours,
MARK A. SMITH, M.D.

#### CHAPTER III.

HARRISON, TENN., Feb. 20, 1899. MARK A. SMITH, M. D., Cincinnati, O.:

Dear Sir:—Your favor of the 16th at hand. I thank you very much for your letter and especially the tone of it.

I regret very much that I did not look far enough ahead to realize what might happen, and will see that Mr. Wall does not get any more chloral at my place. I was not aware that he had used so much, the bottle being re-filled at some other place. I certainly appreciate your kindness in the matter and will remember the lesson.

Yours truly, G. W. Scott.



FLORENCE AND KATE.

(From photograph contributed by R. T. Burke, Langdon, N. D., in response to our invitation, which is yet open, for photographs of druggists' children. See editorials in March and February numbers.)

## The fable of the hot Cater Bottles.



BUZZING of wheels and the Drug Store Clock struck Nine. The Clerk gave a hurried look the about Place, turned out the Lights a n d started

Home. He locked the Door, shook it to see that it had caught and then—All was Silent. The Inhabitants of the Drug Store were alone for the Night.

"Well," sighed a Bottle of Nitrate of Silver that was resting on the Prescription Counter, "I thought that Clock would never crawl around to Nine, and that Gaslight pouring down

on my eyes, half blinded me. I have been watching you all Day, Mr. Clock, and instead of gaining you have lost Ten Minutes. You need a Regulator."

"Pass me up a bottle of Lydia Pinkham's Compound" smiled the goodnatured Clock, holding his Hands over his Face to hide a Blush. "I'll try to get around earlier To-morrow. But, to-night, I believe we have a Meeting of our Division of the National Order of Druggists' Sundries, and if you will all keep quiet, I, having the honor of being Recording Secretary, will read the Minutes of the last meeting."

After the Minutes had been read, the Cash Register, President of the Division, called the meeting to order and with a few Opening Remarks in which he said that he had been kept on the Jump all Day by Pressing Business, he announced that the question to be decided at this Particular Meeting was "How many Hot Water Bottles out of Every Dozen sold, shall Leak?"

Much discussion followed the announcement and one Water Bottle, that had been Rubber-necking the whole Evening, said, "I do not see how we can decide that, as it depends on treatment. As you know, I was Sold once and was returned because I leaked, but I defy any Water Bottle to undergo the Treatment I did and still be of use. I was Sold to a Man who weighed Three Hundred Pounds or More and he was troubled with Pains in his Back. He would fill me with Boiling Water and then lie on me all Night. I stood it as long as I could, but on the third night I could endure the Agony no longer, so I waited until he was asleep and comfortable and then I slyly sprung a Good, Substantial Leak. If you could have heard what he said about Ten Minutes after I began to irrigate his Vertebra, you would say he'll never need a Hor Water Bag where he will go when he dies."

"I'll bet Fifty Scents," spoke up a Bottle of Violet Extract, "that—

"Don't plunge, Violet dear," interrupted a Box of Small Syringes, "It does not become a Lady of your Extraction. I have all the Plungers right here."

"Order! Order!" rang out the Cash Register, "to business," and another Water Bottle removed his Cap

and took the Floor.

"Now you have all heard," it began, "what brother Davol had to say, so I will tell you what made me Tyre of Life outside the Drug Store. A pretty Young Lady came in here One

Day, and bought me, saying to the Clerk that she had Neuralgia in her Face. Naturally I was Proud that she selected me, and the thought that I would rest against her Fair Cheeks was not a Little Gratifying. She took me Home, filled me with Hot Water and I worked like a charm, but the next night, instead of re-filling me, her Mother put me in a Hot Oven to re-heat the Water. I soon began to Sizzle and feel as though I was on Fire, so what could I do but spring a Leak and Soak myself? In the Morning I was returned as No Good. there a Bottle in the House to-night, gentlemen, that would have done Otherwise?"

"No! No! We don't blame you for weeping," shouted the Members in Chorus.

"You have heard the testimony, fellow Sundries, What is your Decision?" said the Cash Register.

"I have weighed the Matter very carefully," murmured the Torsion Balance, "and have formed a Conclusion. I will now Springer. I am inclined to believe that half the Bottles sold are Justified in Leaking. There is such a thing as a Warm Reception being too Hot. I suggest that half the Bottles shall Leak."

"In view of the testimony, it seems to me," broke in a Bottle of Dr. Pierce's Medical Discovery, "that at least Eleven out of Every Dozen Bottles should Leak, and I think all should agree on that Number unless the Buyers use a reasonable amount of care with them."

A Quarter gross of Hot Water Bottles shouted out from under the counter "A Golden thought, Piercie, old boy."

And so the Question was decided.

Moral: Do not thoughtlessly abuse your Hot Water Bottle, for it may not be the one out of a dozen.



WINDOW TRIM No. II. CONFECTIONERV.

## Practical Pointers for Pharmacy Mindows, II.\*

BY CHARLES A. MILLER.



HE pharmacist of today is expected to cater to the multitudinous necessities and conveniences of his patrons; and in no way can he so well impress the public with the fact that he does so as by tasty

and attractive window display. It is essential to his success if located on a thoroughfare dependent largely on transient trade or forced by sharp competition to maintain a leading position at the head of it. But the most unpretentious pharmacy, or one having "the field" to itself will dispose of many goods through this method of advertising, that otherwise become dead stock or are pronounced an unprofitable line.

I doubt if many would heed a sign reading, \*Copyright, 1900, by Spatula Pub. Co.

"If you don't see what you want, ask for it," but I have demonstrated by experiment and observation that the result from the silent appeal or quiet suggestion of an attractive window, directly and indirectly, are considerable, and will repay for time and attention devoted to it.

Dress your window with an artistic or novel effectiveness that carries with it the right impression, that tells the story you wish to tell. A single line of goods displayed by novel or unique arrangement, its value enhanced by suggestive signs and price cards plain and neatly printed, and changed radically and as often as reasonable conditions permit, is better than crowding your space with a conglomerate variety of such a nature, that an observer ten minutes after viewing it could not if requested tell what you were trying to arrest his attention with. I make it a point to impress some fact on an observer's mind that

won't grow cold before he is out of sight. For instance, if I advertise Cough Balsam I devote my window entirely to that specialty, so that the impression is conveyed that I am devoting special attention in that line. I consider that the first step in arresting attention. I arrange cartons or bottles with some feature that either attracts close inspection or of sufficient novelty that "he who runs may read." After a while people begin to think I really mean business and wonder if I haven't got a meritorious cough remedy. A sudden cold perhaps induces, in connection with the window story, a purchase. In this way we have trebled our sales in this specialty during the past winter, and feel well repaid for the pains taken if a customer weeks after a display has nearly passed from memory, in making a purchase remarks, "Saw it advertised in your window." This is only one of many similar results from attempts to rightly utilize the most valuable advertising space that the drug store has. The theatre, show and patent medicine men well know the value of your window from lucrative experience.

Beside the practice of pharmacy and sale of household remedies, the druggist has several lines equally as remunerative and as good trade-promoters. Among these, confectionery, chocolate, bon bons, etc., of the better grades are profitable and attract a desirable class of patrons.

Our illustration this month is devoted to this particular side line, and is pronounced the prettiest and most pleasing display it has been my fortune to produce. It tells a brief, interesting, but effective story, and best of all sells goods, (that is the principal object in window display). This window says, "We sell confections." "Have a good variety, of good quality, pure and fresh." "In bulk or I-2 lb. and I lb. boxes and from several of the best manufacturers."

The observer reads this at a glance, not in so many printed words perhaps, but while that young man or fair lady have been pleasantly interested in the unique drollery of the chocolate face dolls in spruce costumes of crepe paper, they have taken in consciously or unconsciously the "whole show" and will not soon forget the drug store that has impressed them with the fact of carrying a good line of the popular confections, when occasion suggests the happy thought to purchase.

In the centre of window a mound, semi-circular in form, of chocolate confections is arranged. They are contained in glass trays from our show-case, a false bottom of cardboard being used in the tray, so that only a limited amount of goods (a layer in each tray) need be exposed to the action of light, etc. It is absolutely necessary to protect by curtains or covering from direct rays of sun.

The mound is built by first forming a semicircle from short blocks of wood (6 in. x 2 x 2) for the outer circle, the inside one composed of small boxes of sufficient height (4 in. or 5 in. high). Inside this a larger and higher box forms the top of mound, over this superstructure crepe paper of apple green shade is loosely thrown, and the remaining floor space of the window similarly covered. Place the previously filled trays in position, tilting them toward window by means of the blocks and boxes mentioned.

At top of mound is a large dish of "Old Fashioned Chocolates" now popular, beside which stand droll and natty dolls whose faces are fashioned from the said chocolates, they being of large oval shapes that produce quaint results in these cute novelties. Other members of the same "colored family" grace other portions of the window. Various bonbons can be used in same way. The background of window is same shade crepe paper with ornamental border, the top railing being entwined with darker green relieving monotony of color. The remaining features consist of confectionery in glass jars, and in boxes of vari ous weights, manufactures, etc., and suffi ciently shown as best the photographic and reproductive art permit. The dolls are constructed by piercing the lower edge with two or three wood toothpicks at slight angle to each other, to which by means of thread the crepe paper costumes and skirts are attached. These skirts are of a heavy weight paper, and when extended "a la mode" have sufficient

rigidity to enable Miss Dinah to maintain her upright position. The eyes are composed of glass beads or pins with glass heads, and the mouth formed by delicately cutting and detaching a portion of the chocolate covering that gives the young ladies an expression "too sweet for anything." Bonnets and head dress are skilfully attached with small pins. A suitable height of doll is 8 in. to 12 in.

These unique creations are due to the deft fingers and skilled manipulation of a lady, through whose kindness I am enabled to present them to SPATULA readers. So my advice is, interview your lady friends, show them this article, provide a liberal stock of chocolates, my word for it you will secure some good dolls, for they'll never allow an imperfect face to pass muster. They'll obliterate (?) it rather. Write me about anything you don't understand. These make an attractive artistic feature that will pay you it you care to reach out a little for a line of patronage that you can easily "pull your way." Plainly printed signs complete the picture. I make all my signs and have utilized some "back number" frames in this feature.

In a future article will give some valuable pointers on brushes, inks, stock, etc. What to use and how to use them to best advantage in cost, time, etc. This I have only been able to glean from most patient experience and inquiry, combined with an especial regard for the practical use of the same. Now "all hands up" of those interested in the ideas I am patiently trying to elucidate. I am anxious to hear from everybody, so I can base an idea of what might be of great interest to the greatest number.

#### WORTH IT.

It's worth the money. A. WOODCOCK. New York, N. Y., Mar. 25, 1900.

#### INTERESTED.

Have been taking the SPATULA for six or seven years and am a constant and interested reader.

J. T. HOLLAND.

Centreville, Md., Mar. 15, 1900.



A Moslem Pharmacy.

#### PHARMACY IN PORTO RICO.

The essential points in the order regulating the practice of medicine, pharmacy and dentistry in Porto Rico, are as follows: An examining committee of three physiciaus, two pharmacists and one dentist is appointed to conduct examinations under rules made by the superior board of health. The members of this committee must all be of ten years' standing and recognized professional ability, and must speak English. The superior board of health appoints the president and secretary of this committee. The examinations are all written and the papers submitted to the board of health, by whom licenses are issued to the successful candidates. Examination fees are : For physicians and surgeons, \$25; pharmacists, \$25; dentists, \$25; practicantes, \$15; professional nurses, \$10; midwives, \$5. Persons who violate the order may be punished by both fine and imprisonment.

#### TWO INCIDENTS.

You give valuable hints as to advertising, and I think it fair to turn the tables and dun you just a little. Now, I'm a bachelor, and, being a jovial sort of a peanut, nothing aids my digestion so much as a good joke. Why, I sometimes have to send for my doctor to stop me laughing.

A few days since, an old colored lady came in the store and asked me, "Is tar soap good fo' ma komplexion?" I sold her two cakes of tar soap, and when I got back to my laboratory the boy was hurried off for the doctor.

Small boy: "Yes, my father is a doctor. He's a specialist."

Druggist: "And what is his specialty?"
Small boy: "Well, I aint sure, but Dr.
Brown told Squire Murray that it was patent

Don't insert my name; I have too many friends. D. A. M.

New York, April 5, 1900.

medicines."

#### ENOUGH SAID.

"How did you ever develop into such a wonderful expert on handwriting?" asked the judge.

"I was a prescription clerk for five years, your honor."

The court was satisfied.

#### NOTHING DOING.

"What was your business, my friend, before you fell so low?" asked the kind old lady of a weary looking tramp.

"Well, madam, you see I was a druggist in a Christian Science town, and the only man who made money was the undertaker," replied the poor fellow.

#### DESCRIPTIVE.

One of my clerks reported "the other day" that he had a call for "Compound Cataract Pills!" In view of the circumstances, it was funny; but in view of the pills, and the adjective, it was funnier." EBEN R. SMITH.

Ipswich, Mass., April 2, 1900.

#### THREE WARNINGS.

Last week a delinquent subscriber said he would pay up if he lived. He died. Another said, "I will see you to-morrow." He's blind. Still another said, "I'll pay you this week or go to the devil." He's gone. There are hundreds who ought to take warning of these procrastinators and pay up now.—Finley (N. D.) Slope.

#### LIKES IT.

I like the SPATULA very much. It is a good paper. W. B. JAMIESON.

Rothesay, Scotland, Mar. 16, 1900.



GET A HUMP ON YOUR BUSINESS.



[It is the wish of the editor of this department to make it of as great practical value to the readers of THE SPATULA as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

#### Rose Extract.

W. R. B. & Co., Lawrence, asks for an extract of rose for flavoring.

Oil of rose, I drachm; rose petals, 2 ounces; alkanet, Io grains; alcohol, I quart. Macerate two weeks; filter to make one quart.

The addition of a little oil of rose geranium will make a more pungent and stronger extract. About 5 to 10 drops is sufficient.

#### A Prescription.

H. H., Spokane, Wash., sends the following prescription, and asks our opinion about compounding it:

R Salol, 3i; Acetanilid, 3ss; Aquae Cinnamomi, 3iii. Mix.

The salol and acetanilid being insoluble in water, there is nothing to do but dispense it as a shake mixture. But as written the powders will settle so rapidly as to make even dosage hardly possible. The prescription is faulty from this point of view. The substitution of glycerine or syrup for half or two-thirds of the cinnamon water would improve it much. A better method still is to suspend the powders with tragacanth. Thirty grains of tragacanth will keep the powders in uniform suspension for a long time. This is the best plan that we can suggest.

But with some physicians the best plan is to dispense the prescription exactly as written, regardless of consequences.

#### Foot Powders.

The best of these contain boric acid in considerable proportion. This not only reduces excessive perspiration, but relieves burning, which troubles many people more than perspiration. In addition, it is a good lubricant, and prevents chafing. A good powder is, boric acid, 50 parts; bismuth subcarbonate, 20 parts; talcum or starch, 30 parts.

For excessive sweating, use powdered alum in place of the starch, or the following: Formaldchyde, 1 part; Thymol, 1-10 part; Zinc oxide, 35 parts; powdered starch, 65 parts.

#### Poor Richard's Eye Water.

J. L. R., Boston, asks for a formula for this.

Zinc sulphate, gr. i; magnesium sulphate,
gr. ss; sodium chloride, gr. xxv; distilled
water, 3 i. Dissolve and filter.

#### To Purify Benzine.

A new method of purifying benzine emanates from Russia and is as follows: There is first added to the benzine I to 2 per cent. of oleic acid, which dissolves, and then about a quarter of I per cent. of tannin is incorporated by shaking. A sufficient quantity of caustic potash solution or milk of lime to combine with the acids, is then well shaken into the mixture, and the whole allowed to stand. The benzine rises to the top of the watery fluid, sufficiently deodorized and decolorized for

#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to fi we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

most purposes. Subsequent distillation makes a perfectly pure product.

Nitric acid of superior quality is now made by acting upon Chili saltpetre with sulphuric acid in a vacuum still. The gaseous impurities which are found in the common process, are not absorbed in a vacuum and the acid distils very pure and at a very low cost.

#### Paste for Tin.

"Subscriber," Lowell, Mass., asks for a mucilage formula to hold labels on tin and other metallic surfaces.

Flour paste is best for this purpose, but there's an art in making it and a knack in using it. The trouble which so many have in labelling tin boxes is due, not so much to a lacking formula as to an ill-prepared or misused paste. A flour paste should be thoroughly boiled. Ten minutes boiling is not enough. Two hours boiling with constant stirring makes a much better paste, thinner and more adhesive. A long boiling is the secret of success, provided that the flour be not allowed to burn on the bottom of the boiler.

If a double boiler be used, such as is employed in cooking cereals, the paste should be cooked four or five hours, water being added from time to time to replace that lost by evaporation. A little alum or alkali adds to the sticking qualities. Four ounces of wheat flour to a pint of water is the best proportion. Heat about 12 ozs. of water to boiling and mix the flour with the rest of the water. Pour the flour mixture into the boiling water in a thin stream, stirring constantly, and boil the whole about two hours, keeping ing up the volume of water. Then add a drachm of alum, an ounce of glycerine and half a drachm of oil of clove. Different formulas call for an ounce of borax or a drachm of caustic potassa, or a drachm of nitric acid, or an ounce of acetic acid, in place of the alum. We think it makes very little difference which is selected.

When the paste is used, a portion, not a thick coating, is applied to the back of the label, and allowed to remain about a minute before pressing upon the tim. This allows the excess of moisture to evaporate and make the label adhere quicker. Unless the tin has a decidedly greasy surface, this plan will result in a well-fixed label. If the tin is greasy, no label paste will adhere to it until the surface has been prepared for labelling.

The grease may be removed with benzine or caustic potash solution, or a coating of tincture of benzoin may be put on and allowed to dry and the label applied over this. We recently saw a paste formula containing a drachm of rosin rubbed to a powder with ten cloves which was to be added to a flour paste made from four ounces of flour to a pint of water. Possibly this might work better with tin.

#### Syr. of Licorice for Quinine.

We have been asked for a syrup of licorice specially adapted to masking the taste of quinine. We do not know of a better formula for a syrup of licorice for any purpose than the old formula of Prof. Parrish. This was to take of select licorice root in coarse powder. A troy ozs.; moisten with diluted alcohol, pack in a percolator, add sufficient diluted alcohol to saturate the drug and macerate twenty four hours. Then percolate with the same menstruum until exhausted. Evaporate the tincture on a water-bath to 10 fl. ozs., filter and dissolve in the filtrate 12 troy ozs. of sugar and make up to 16 fl. ozs. with water. This is expensive, we admit, but in point of elegance and palatability it is not to be equalled in the cheaper syrups made from extract of licorice. Parrish's syrup is entirely free from the acrid and harsh quality usually found in licorice preparations. It is smooth and sweet in taste and yellow in color. The next best thing is to exhaust select licorice root by percolation with water, without ammonia or other alkali, evaporate the percolate to 10 fl. ozs., add just sufficient ammonia water to clear the fluid and in this dissolve 12 ozs. of sugar. By using a nice quality of Spanish licorice this makes a nice syrup.

#### Palatable Tinct, Ginger.

The addition of a little new rum to tincture of ginger improves its flavor wonderfully. Of course we know that there is a temptation in some places to use tincture of ginger as a sub-

stitute for rum, but we do not need to suggest the substitution of rum for alcohol to any "rum druggist." Our point is to call the attention of reputable druggists to the improved aroma and flavor of a tincture of ginger, which has been made by percolating with a mixture of about I part new rum and 3 parts alcohol instead of alcohol only. The improvement in flavor for soda syrups, cholera drops, etc., is marked.

#### Syrup of Lactucarium.

The Syrup of Lactucarium of the U. S. Pharmacopœia is a much stronger preparation than the Prench syrup of lactucarium. A preparation resembling the latter may be prepared by triturating 1 fl. dr. of fluid extract of English lactucarium with 2 lbs. of sugar, which is then dissolved in a pint of water and mixed with 4 ozs. of syrup of orange flower water.

Or a similar preparation may be made by mixing the official syrup, I part, with IO parts of simple syrup and 4 parts of syrup of orange flowers.

#### The Bard Rubber Comb Industry.



T is well known that combs were among the earliest products, on a large scale, of hard rubber, and that their manufacture continues to be an important branch of the

hard rubber industry, in spite of the numerous materials from which combs were made previously, and which are still used, and the new substances - notably celluloid - from which these indispensable adjuncts to the toilet are now made. When the late Conrad Poppenhusen bought from Nelson Goodyear various licenses to manufacture hard rubber goods under the latter's patent, \$20,000 of the total amount paid was for the right to use this material in combs, and the importance of this branch of the business is indicated by the fact that of the various firm names under which the Poppenhusen establishment at College Point, L. I., conducted their business, that which survived longest was The India Rubber Comb Co. Under this name was built up the

largest hard rubber business that has ever existed under a single management, and that which formed the largest factor in the organization of the present American Hard Rubber Co. Another component company in this \$2,500,000 corporation is the Butler Hard Rubber Co., which first began business as the Sonneborn Comb and Jewelry Co. In Europe, likewise, combs have formed an important thare of the production in hard rubber, as indicated by the names of two important concerns in Germany-the Harburg Rubber Comb Co., with factories at Hamburg and Harburg & Elbe, and the Hannoversche Gummi-Kamm Co., Aktiengesellschaft. The recent great development of the electrical industries has created a new demand for hard rubber more important, in point of value. than that for combs, but the production of combs still holds its own.

Points in favor of hard rubber combs are their durability, their comparative elasticity, the ease with which they can be kept clean. and their cheapness as compared with some other materials. There are hard rubber comba made in America which net only 11-2 cents each to the manufacturer, from which price there are advances to figures many times larger. There are limits, however, to the ornamentation of hard rubber combs, and they can be made only in plain black, for which reason other materials are preferred when expensive combs are demanded. For example, hard rubber combs cannot be mounted with silver, for the reason that this metal soon becomes black in contact with rubber in any form. Gold-mounted combs would be rather too expensive for a large sale, while attempts to introduce aluminum mounted combs have failed. Some combs have been made, however, trimmed with brass, outside of which German silver has been rolled, making a rather showy comb which can be retailed at a low price.

There are "toilet combs," coarse-toothed for one-half the length, the remaining length being shaped conveniently for a handle; "dressing-combs," one-half the length being coarse-toothed and the other fine-toothed;

"barber combs," similarly divided, or altogether coarse-toothed; "fine combs," toothed on each side; "pocket combs," either straight, and fine or coarse-toothed or both, or folding, with one end fine-toothed and the other coarse. There are also no end of combs for ladies and children, to be worn in the hair —"twist," "round," etc.—giving room for a greater variety of forms than those which are used only in the toilet.

The principal method of teething combs is by sawing out spaces between the teeth, in hard rubber blanks made of the proper size and vulcanized. The operation is an interesting one, a number of small saws being mounted on one shaft or journal, while the rubber comb blanks to be toothed are placed in clamps or vices, one for each saw. As the saw cuts into the blank to the proper depth the clamp device automatically withdraws. advances slightly along the table, and presents the blank to be sawed again, this being repeated until the comb is completed. The attendant, who can look after eighteen saws at once, then removes the comb and inserts a new blank into the clamp. The resulting sawdust is preserved carefully for further use as hard rubber. This sawing operation is the same as that employed in the manufacture of combs from other materials.

"Grailed" combs are those in which the teeth are formed by sawing, the square corners of the teeth being rounded off by tooling. "Cut" combs are those for which one blank is made for two combs; this is cut apart by a tool in such a manner that the material removed between the teeth in making one comb serves as the teeth of the other comb, so that no material is wasted. Still another class is known as "pressed" combs, though they might be described as "molded." In their manufacture the soft material, before vulcanization, is pressed into metal dies, with the result that it comes out in the shape of finished combs. A drawback to this method which has been mentioned is that so many combs come out of the dies in an imperfect condition that the price which must be placed upon the perfect ones, in order to afford any profit, is an obstacle to the sale of the goods.

#### ARTIFICIAL SPONGES.

Artificial sponges are being "made in Germany" by treating wood or cotton with concentrated solutions of zinc chloride and common salt, by which the cellulose is changed into amyloid and hydrocellulose. The plastic mass is then pressed in a mould, pierced with numerous pins to render it porous, extracted with alcohol, and dried. The sponges are then suitable for the common uses of sponges, for filtering, absorbing, cleaning, etc.

| ;    | Mercury ( Calemel and Mercury Blue Mass | Quinine   | Opium | Morphine | Ipecac | Potass. lodide | Nux. Vomica | Strychnine | Dilute<br>Hydrocyanic Acid | Digitalis | Codeine | Atropine | Cocaine | Acetanilid | Matico | Musk | Veratrine | Sodium Hyposulphite | Mercury and<br>Magnesia | Donovan's Sol. | Syrup Iron lodide | Iodoform | Phosphoric Acid | Alkaloids | Oleates | Blisters |
|------|---|-----------|-------|----------|--------|----------------|-------------|------------|----------------------------|-----------|---------|----------|---------|------------|--------|------|-----------|---------------------|-------------------------|----------------|-------------------|----------|-----------------|-----------|---------|----------|
| 1859 | 164                                     | <b>48</b> | 88    | 50       | 145    | 14             | 21          | 8          | 29                         | 12        |         | •        |         | 0          | 5.     | 3    | 2         | 1                   | 1                       | T              |                   |          |                 |           | 0       | 13       |
| 1879 | 52                                      | 93        | 65    | 40       | 36     | 23             | 21          | 9          | 9                          | 3         | 5       | 4        |         | 0          | o      | •    | 0         | 0                   | •                       | •              | 0                 | 1        | 1               |           | 1       | 3        |
| 1899 | 47                                      | 70        | 17    | 16       | 10     | 18             | 25          | 33         | 3                          | z         | 34      | 10       | 10      | 8          | o      | 0    | 0         | •                   | •                       | 0              | 6                 | 2        | •               | 17        | 4       | 0        |

The number of times certain drugs were used in 1000 prescriptions during the years named.

## Photography.

BY KARL T. BROWN, M. D.



ANY people call this the electrical age. It might also be called the photographic age. The number of people who own photographic apparatus is enormous, while the num-

ber who expect to some day own such apparatus is still greater. A great many people have a morbid desire for "taking pictures." These camera or snap-shot fiends we find now infesting almost every nook and corner of the earth, if not the universe, to the discomfort of the public at large and the utter disgust of every enthusiastic amateur. Here I wish to make a distinction between the amateur photographer and this form of mono-mania; they bear the same relation to each other as does the sportsman to the pot-shot or seiner, the former holding the latter in contempt in both

What I mean by the snap-shot fiend is that class of individuals who wander through our streets and into our parks, kodak in hand, with no taste for art, no pretense at skill, pressing the button upon everything that is so unfortunate as to come in his way, and then taking his roll of films to some phorographer to have them finished.

Photography, like many other things, may be viewed from many standpoints. It may be viewed artistically, theoretically, practically or historically. To treat the subject exhaustively from all or any of these standpoints, is far from the purpose of this paper.

When a half a century ago, the new babe photography was born, science and art together stood over her cradle, doubting what they might expect of her, wondering what place she would take among their other children. Science soon learned that she had come with her hands full of gifts, and her bounty to astronomy, microscopy, and kindred branches of science soon made her name blessed among those of her sisters. Art, al-

ways more conservative, more reluctantly yielded, but has finally offered her a high place in her world.

When we speak of photography as a new art, we seem to fail to appreciate that its very application antedates Father Adam. In the eye of the prehistoric animals we find a camera obscura more perfect in its make-up and more wonderful in its effects than the finest camera the hand of man has yet or ever will be able to produce. When the first living creature first opened its eye to the rays of light, and this light in turn made the delineation of outside objects on the retina, conveying the impression of sight, there we find the first idea of photographic phenomena.

But these beautiful and wonderful workings of nature seem to have gone on unnoticed for ages, and it was left for man many centuries later to imitate and put into practical use that which God in His wisdom so kindly bestowed upon him.

The history and evolution of photography is not unlike that of every branch of science. It began with the capture of a shadow by Jean Porta, an Italian, who held it only long enough to show it to his friends. This genius it was who observed that through a tiny hole the rays of light entering a dark room, drew upon a white screen the image of objects outside, although this same process had been going on all over the world from time immemorial, Porta seems to have been the first to have discovered it, and from this seemingly simple observation invented the camera obscura, practically as we have it to-day.

Then a chemist in his search for the "Philosopher's Stone" discovered silver nitrate; spreading it on a flat surface he noticed that any image projected by means of a lens, was imprinted upon it with all the gradations of nature translated into blacks and grays, but he, too, became discouraged because he was looking for something more substantial than

shadows. James Watt, the inventor of the steam engine, also interested himself in this research, but for none of these distinguished scientists would the captured image remain when facing the sun, its creator.

By the decree of fate, it was reserved for a French painter, Daguerre, to so deftly throw and strain the snare that the fugitive was finally captured and held. 1839, the year in which Daguerre announced what is known as the Daguerrotype process, was practically the beginning of the photographic era.

This process at that time thought almost perfect, was used for several years, and I have no doubt but that all of you have seen in the old family picture albums, the old Daguerrotype pictures on copper. The great defect in this process, from the present standpoint, was that no copies could be made from the origi-

The next steps in advance was in the finding of salts of silver more sensitive than the nitrate. The substitute of paper for metal, and the discovery of the accelerating power of gallic acid, whereby a latent image was formed on silver iodide paper, and developed by the gallic acid and silver nitrate, which gave us our first negative, or a picture in which the natural lights and shades are reversed.

About 1879, the gelatin dry plates succeeded the old wet plates which had been used since the use of negatives.

The great advantage of the dry plate over the wet process can at once be appreciated. The latter requiring that the plate be made in a dark room and at once used, rendering amateur photography practically impossible.

The extreme sensitiveness of the modern gelatin dry plate is due to the mode of development by strong-reducing agents, as pyrogallic acid and ferrous oxalate, as well as the nature of the emulsion.

Although the lens of a camera is a point of vital importance, it is quite possible to take a picture without one, by making the diameter of the aperture by which the light enters very small; this, of course, necessitates a very long exposure, but the picture will have the advantage of being free from any distortion, which

is so common with a cheap or any wide angle

The accomplishments of photography have taught the public to be very exacting. It is expected to produce results, except as to color. about as the eye sees them, and some exigents are unhappy because no poor starved genius has yet given us "Photographs in Color."

#### Photographic Periodicals.

For the benefit of our numerous readers who are interested in photography, we give following a list of the periodicals devoted to the art. Any one of them will be found of great assistance by the amateur. Subscriptions will be received and forwarded by the SPATULA, at the office of which sample copies may be seen.

Wilson's Photographic Magasine (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

L. Wilson, New York.

Authory's Photographic Bulletin (monthly), \$2.00 per year
(with Spatula, \$2.50); 25 cents a number. New York.

Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00);
15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year
(with the Spatula, \$1.75); 10 cts. per copy. Edited by George
W. Gilson. Buffalo.

Photographics (monthly), \$1.00 per year (with Spatula,

Photographics (monthly), \$1.00 per year (with Spatula)

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

New York.

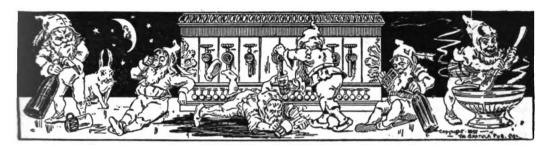
The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Chicago.

The Photo-Ministure (monthly), \$2.50 per year (with Spatula, \$3.00); 25 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents a copy. New York.



FOR WARM WEATHER.



## The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

#### EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White The Spatula, Boston.]

#### Now to Make Your fountain Dopular.



IRST for once I am going to vary from the usual line of my writings and give a few of my ideas on how to become popular. You will at once say give a man good goods and you need do no more to hold his trade. In a way this is true, but may

not your neighbor give equally as good as you give?

Reputation counts for a great deal in this respect; once a man has a reputation it is hard to take it away from him by simply giving better goods.

To make your fountain popular you must

first become popular yourself. This is especially true of a dispenser, he must have friends. Some he will naturally make in course of his business life, but he must so regulate his social life as to make friends away from the store.

I am now speaking more especially of the smaller cities and communities, rather than of those who are in large cities. In the latter the trade is different and is secured more by judicial advertising backed by good service and good drinks. Of course one must have his steady customers in any place, but they are made by location and goods in a large place. But in a smaller place, say 60,000 or under, much can be done by getting into the society of the city and becoming known.

What I say of a soda dispenser is equally true of a proprietor of a drug store. Owing to the peculiar hours of this business, and the fact that one is obliged to work nights and Sundays, many men seem to forget that there is any other side to the question beside work.

The vast bulk of the soda water which is consumed in this country is by the young people, and the man who can hold the young people's trade is the man who is going to make the greatest success, for I know where the young people go, there go the rest of the people.

Personally, when I am situated so I can, I devote a goodly share of my spare time in cul-

tivating the acquaintance of the young people and in becoming friendly with them.

This takes time. Let a man go into a strange place and it will take him a year to become acquainted with the people a little. After the first year is over he finds that things are coming easier and the friends he has made are helping him to make others.

I do not believe that it pays anyone to be changing clerks all the time, for a new dispenser, no matter how good he may be, has ways which are different, and the result is that people are inclined to think that his drinks are not as good as those made by some former dispenser.

Then, too, when customers become used to seeing a clerk behind your counter they become accustomed to his methods, and he in time to their peculiarities, and the result is that when a clerk goes you lose more or less trade according as the man has been popular with the customers. It is a mistake for any one to overlook these facts in reference to clerks, for you may believe it or not a good clerk well liked by your trade is hard to replace.

But to return to our subject proper. I have said the man, be he dispenser, clerk or proprietor, who is popular out of the store, is the one who, on the same basis as his neighbor who is not popular, will make the greatest success in business.

Every one should be a member of one or more of the societies of his city and active in one of them. We must have acquaintances and the more a man goes the more he will know.

It is a mistake for a man to hire clerks and to keep them so tied to the store that they have no time for a social life. "All work and no play makes Jack a dull boy" is an old adage but just as true to-day as ever. Give your clerks a chance to go out and make friends, they will do it if they can and their friends are your customers.

Above all things do not try to run a store with cheap help. Good men receive good pay and you want your dispensers to be good. One man is better than three boys in the matter of gaining and holding trade.

I am writing from my own personal experience which has been varied and in many places, and what I advise is what I would do.

Wine Flavors for Fountain Use.

Perhaps our readers may be interested to know something about one of the largest firms in the country in the business of manufacturing wines and the largest catering to the soda trade especially. This firm is the well-known firm of Duroy & Haines Co., of Sandusky, O. The business was commenced in 1867 by Mr. M. Duroy. From the first this house has catered to the drug trade, and their one aim is and has been to give the druggist an article worthy to be dispensed by the drug trade. The rapid increase of late years in the use of wines at the fountain have lead this firm to study the needs of this line, and the result is they are to-day giving us the finest flavored wines for fountain use that can be secured.

The following are some formulas for using the Duroy wines at the fountain, which may be of value to the reader.

#### Claret Phosphate Syrup.

Duroy Claret Wine, Oviij; sugar, ‡xij. Dissolve sugar without heat and add acid phosphate, 3 vi. Serve still in 8 oz. glass, using about 1 1-4 ozs. of syrup.

Note.—Phosphate may be left out of syrup if it is desired to use it as a soda syrup.

The above syrup will be found to be far superior to any made from wine and simple syrup and will keep for any length of time.

#### Champagne Soda Syrup.

The Duroy Champagne syrup is one of the finest syrups on the market and proves to be a good seller. Use I to I I-2 ozs. of syrup to an 8 oz. mineral glass and serve still.

#### Fruit Nectar.

Juice of 2 lemons; juice of 2 oranges; strawberry juice, 3 iv; claret wine, 3 ij; champagne wine, (Duroy) Oj; syrup, q. s. cong j.

Serve still 1 oz. to an 8 oz. glass or with cream as Nectar Cream Soda.

#### Red Grape Syrup.

Duroy port wine, cong. j; sugar, No. vij; sol. citric acid, 3 ij; ext. vanilla, 5 ss.



Serve still in 8 oz. mineral glass using I oz. of syrup.

#### White Wine or Catawba Syrup.

I gal. Duroy dry Catawba wine; sugar, No. viij; fruit acid, §j. Dissolve sugar in wine without heat and add the acid.

This makes a fine flavor for such drinks as egg and milk, milk shake, ice cream shake, etc. Sherry, Muscatelle, Angelica and Zinfandel Syrups. Any of these syrups may be made from the Duroy wines by dissolving 8 lbs. of sugar to the gallon and adding a small amount of fruit acid, and they will be found to be the finest syrups obtainable.

#### Claret Cup.

For use in Punch Bowl.

Duroy Claret, Oij; Duroy Champagne Wine, Oj; water, Oij; sugar, No. vj. Dissolve the sugar and add 2 lemons and oranges sliced.

To serve, fill 12 oz. glass two-thirds full of ice and add 11-2 ozs. of syrup and fill with soda; serve with straws.

Beside these wines this firm also makes a full line of superior fruit syrups from choice Ohio fruit. A booklet of their goods will be mailed upon application.

#### The Question Box.

In this department I will endeavor to answer such questions as may be put to me by any of our readers to the best of my ability.

Address all communications to E. F. White, 74 India street, Boston, care of the SPATULA.

#### Creme de Menthe.

W. B. writes: Will you kindly publish a formula for Creme de Menthe such as barkeepers use?

The following will be found to be a good formula: Dissolve 32 drops of oil of peppermint (best) in 52 ozs. of alcohol. Make a syrup by dissolving 56 ozs. of sugar in 4 pts. of water. Mix the two solutions and color green; then filter.

Man A good Spatula binder costs subscribers post paid but 50 cents.



COMING TO OUR FOUNTAIN.

#### Now Chamois Skins Hre Made.



HE sheepskin is first washed and the flesh-side scraped thoroughly to remove the fleshy fibres; then the wet skins are hung in a warm room for about a week and

"sweated." This loosens the wool so that the most of it can be pulled out easily. The skins are then soaked in milk of lime to loosen the rest of the wool and to swell the fibres and split them into their constituent fibrils.

After liming, the hair is all removed and the absorbed lime is neutralized with boric or hydrochloric acid, and the skin is split into two thicknesses. The outer or grain side is used for the manufacture of thin, fancy leathers used in book-binding, etc., while the flesh side is made into wash leather. It is first drenched, then put into stocks and pounded until it is partly dried and the fibrous structure has become loose and open, sawdust generally being employed to facilitate the process.

Fish oil is now rubbed upon the skins in small quantities, as long as the oil is absorbed. The moisture dries out as the oil is absorbed, the skins being hung up occasionally and exposed to the air. When the skies have absorbed enough oil they lose their limy odor and acquire a peculiar mustard-like smell, due to the oxidation of the oil. They are then packed loosely in boxes, where they heat rapidly, and must be taken out and exposed to the air to prevent overheating. During this time they give off much pungent vapor and they turn yellow. They are then washed in a warm solution of alkali to remove the excess of fat. The oil which is removed is liberated from the soapy fluid and sold as "sod oil."

The skins are next bleached in the sun, being moistened occasionally with a solution of potassium permanganate, followed by washing with sulphurous acid or sodium peroxide. The leather is then permanently softened and suited for all the purposes of toilet or cleansing uses.

#### GIVE THE MICE A CHANCE.

The following ad. was cut from a well known trade journal last week. If Messrs. Beede Bros. need more help we advise them to kill their cat.

"Pop Corn, extra quality. Old White Rice Variety. In the ear or shelled and cleaned. Cured without the aid of mice and rats. Write for sample and prices for any amount wanted. Delivered at your railroad station. Please give local bank references. Beede Bros., Chadwick, Ill."

#### THE WAY IT WORKS.

In our advertising columns is the report of a conversation by a retail druggist with a representative of C. I. Hood & Co., which is worth reading by any retailer. That man gains the confidence of his customers; gets more advertising matter by putting it out judiciously; his business increases, and he is happy.

Moral,—You can spend your time to better advantage than in trying to kill someone else.

LET Unused postage stamps of the United States will be received at par value in payment of subscription.

#### What and Where to Buy for the Fountain.

WII In sending for circulars or catalogues to any of the firms below mentioned, mention The Statula. The favor will be appreciated and it may help you, as it will show you are a live, wide-awahe druggist and mean business.

Fountains—Robert M. Green & Sons, 1413 Vine street, Philadelphia.

Fountains - Chas. Lippincott & Co., Arch street, Philadelphia.

Carbonators—The New Era Carbonator Co., 129 Portland St., Boston.

Tumbler Washers-L. L. Rowe, 24 Portland street, Boston.

Lemon Squeezers, Milk Skahers, etc., Erie Specialty Co.,
Erie, Penn.

Root Beer and Root Beer Cooler.—Chas. E. Bardwell, Holyoke, Mass.

Gem Ice Cream Speen.—Gem Speen Co., 4 Oakwood Ave., Troy, N. Y.

Welb Les Shaver-Fox, Fultz & Co., New York & Boston.

Stone's Paper Jules Straws-M. C. Stone, 1218 F street,
N. W., Washington, D. C.

Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 8r High street, Boston, N. E. agents.

Phillips Fountain Checolate—The Chas. H. Phillips Chemical Co., 77 Pine street, New York.

Aromatic Tincture of Orange-Weeks & Potter Co., Boston, Mass.

Soda Claret, Champaigne Soda, Soda Flavora, etc.—Duroy & Haines Co., Sandusky, Ohio.

Soda Checks, Soda signs, sign-making outfits, Soda Guide (in preparation). The SPATULA, Boston.



## Dollars & Cents

CONDUCTED BY THE SPATULA.

#### Spring Suggestions.



ITH spring nature seems to imbue new life into all of her outdoor children. Trees bud, flowers bloom, and the whole vegetable kingdom springs up in health

and beauty. An opposite state of affairs, however, exists in the human race. With spring comes lassitude; all energy seems to be used up, and the result,—tonics, blood purifiers, and general "health renewers" are wanted. Now is the time when certain remedies of this kind sell with great rapidity, and we put the question to you, "Are you putting up and pushing one of these?" If not, why not?

You can easily obtain many prescriptions that are tried and good, and we advise you to to lose no time in placing a good article of your own compounding on the counter. Use plenty of newspaper space, circulars, etc., telling the people why they need such a remedy, and why yours is exceptionally good, and you should soon create a demand that will pay you two-fold. Local testimonials, if you can obtain them, are the strongest arguments you can put in your ads., and you should use every legitimate means to obtain them.

One good way of advertising your own preparations, if you are located in a small town, is to find some conspicuous place, near the railway station, perhaps, where you can erect a fair sized bill-board, and as the seasons come and go, change your "letterings" to remedies that fit the time. A cough cure will hold the board for a good four months; then comes your tonic or blood purifier to take its place. You need not change the ad. more than three times a year, so the expense will not be very large, and if you have chosen a good location for the board, it will bring great returns. A bill board of any consequence is so rarely used by a country druggist that yours will cause comment, all of which is valuable advertising.

Business Tonics.

As we have said above, the people need tonics in the spring time to liven them up, and the same is equally true of your business. It needs a tonic, and we know of no better than the use of a few novelties in the way of advertising. Advertising is always a tonic for business; but in the spring it should consist of new ideas, or good old ideas, that are apropos of the season, and will keep your name before the public. We intend, this month, to give a few "athletic" suggestions, more or less new, that you may find profitable should you see fit to use them. The first is an idea that may be used by any country druggist in whose town a baseball team claims a fair amount of popularity.

Schedule.

First, obtain from the manager of the team a full and complete schedule of the games to be played during the season, both on the home grounds and elsewhere. Give the list to your printer, and let him print it on cardboard in the colors of the club. A good way to obtain this color effect is to select a stock the same color as one of the clubs' colors, and then use an ink of the other color. For instance, if the colors of the team are red and black, use red stock and black ink; white and blue, -white stock, blue ink, etc. The following, which is the same idea used for football, will serve as a model for the printer. This is reduced, the original card being three by five inches.

Woodbury Country Club.

#### FOOT BALL SCHEDULE

FOR THE

SEASON OF 1897.

OFFICIAL.

| Oct. | 2-United A. A            |    |  |  | at Woodbury    |
|------|--------------------------|----|--|--|----------------|
| "    | 9-U. of Pa Dentals .     |    |  |  | at Woodbury    |
| ••   | 16-Kenilworth Wheelmen   |    |  |  | at Woodbury    |
| 4.6  | 23-South End Wheelmen    |    |  |  | at Woodbury    |
| "    | 30—Haddonfield C. C      |    |  |  | at Haddonfield |
| Nov. | 6-Hunting A. A           |    |  |  | at Woodbury    |
| **   | 13—Haddonfield C. C      |    |  |  | at Woodbury    |
| **   | 20-Open                  |    |  |  | at Woodbury    |
| "    | 25-Phila. and Reading A. | A. |  |  | at Woodbury    |
| **   | 27-Open                  |    |  |  | at Woodbury    |

## "LUALGA" STOPS HEADACHE

at MERRITT'S, Opp. Court House, Woodbury.

DRUGS. STATIONERY. FANCY GOODS.

A pile of these may be placed in a conspicuous place on your showcase, and you can distribute them profitably at the first few ball games. Your store boy can stand by the gate and give one to each person entering. These cards will be kept for reference, and by placing your ad. in bold type and telling your story quickly, it must be seen and read each time the schedule is referred to.

Score Cards.

While we are on the subject of baseball, it might be well to suggest the use of score cards as publicity makers. You can, no doubt. secure the exclusive right from the team's manager to furnish the "official programs" each week, and this scheme, though somewhat old, is exceptionally good, and at a very small expense you can get up an attractive card or folder. A four-page folder will bring better results, we think, than a card, as you can get more of your own announcements on it, but a card, printed on both sides, may be used. You can obtain the batting order of the home team a week in advance; and, if possible, secure that of the visiting team. Allow for ten innings, and also allow three squares for Runs, Hits, and Errors. If you use a four-page folder, let the matter in the front page, artistically set up, read, "Official Score Card," "Goodtown vs. Oldtown," "Compliments of I. McSem, Druggist." On the second page place the scoring table and batting order of the home team, allowing a good margin at top and bottom, in which place short convincing ads. The next page should be given up, wholly, to a large, well-written announcement, and on the last page place the table for the visiting team, with your ads. arranged as on the second page. It is not a good idea to have the two score cards on the two inside pages. as when that is the case nine out of ten of the people keeping score cards will never turn the leaf over to read the last page, while the arrangement as here suggested not only compels them to turn the page, but also allows the largest ad. to "stare them in the face," while the home team is at the bat. We might add right here that we would like to hear from any druggist who follows out this scheme, with a sample of his work, as we are always interested in results obtained by our readers. An Idea.

Mr. Holland, of Tucker & Holland, proprietors of the "Queen Anne Front Pharmacy,"

#### GOOD SODA



Can only be hoped for by the use of good material, and the best is none too good for us. The result is that we serve the Best Soda. Not only are our syrups and soda the very best that can be manufactured but we know the art of

mixing and serving with a delicacy and daintiness that adds greatly to your enjoyment of our drinks. Our flavors are rich and made in our own establishment from the choicest of ripe fruit.

If you are thirsty try our Orange Phosphate. It's a quencher.

THE BEST SODA IN TOWN.

PUSH & PROSPER.

#### THICK AND THIN



Our Soda Water Syrups are rich; they are delicious, and the kind of syrups that can be obtained from choice ripe fruit only. We are liberal with it too, and when you call for flavors at our fountain, you get what you want and can enjoy it.

The glasses we use at the fountain are thin; they are clean; they are inviting. Our fountain is neat and bright and everything about it helps you to enjoy your drink. Try our soda once and we will have another regular patron.

THE BEST SODA IN TOWN.

PUSH & PROSPER.

## COLD AND SPARKLING



These are two of the reasons why our Soda Water is the most popular in town. Two more reasons are — our syrups possess that rich, fruit flavor which makes them truly delicious and the carbonated wa-

ter we use is the most sparkling that can be made. We serve all flavors that others serve and also several delightful ones of our own which cannot be obtained elsewhere. Drop in, try a glass, rest awhile and you will leave to return again.

THE BEST SODA IN TOWN.

PUSH & PROSPER.

#### A REFRESHING BATH



What is more refreshing than a good bath (in the summer time)? What bath is more refreshing than a sponge bath? We know of none that is if you have a good, soft sponge. Our line of bath

sponges are just the kind to use if you want to enjoy a few minutes each day in the tub and our prices are just as good as the sponges. We also carry sponges of a lower grade, to be used on carriages, etc. In fact we can suit you with any kind of sponge you may want, so drop in now and take your choice.

PUSH & PROSPER.

A page of seasonable ads, all ready for your printer. Use one each week. If you do not want to cut this page send us a two cent stamp and we will send you a duplicate. Duplicate cuts may be had for 50 cents each; all four for \$1.50.

Centreville, Md., sends in a folder, and asks us to criticise. Mr. Holland tells us that he received the idea from a review made in the January Spatula of a similar folder put out by E. Farrington, of North Tarrytown, N. Y., and he has followed out the idea so well, that the principal thing we would say in the way of criticising is exactly the same as was said in this department concerning Mr. Farrington's folder, namely, "It is an excellent bit of advertising." The only fault we can possibly find is that the cuts used to illustrate the matter are far below the standard of the matter itself. The printer has done exceptionally well in his selection of type, and, taken as a whole, this folder is nearly all that could be wished. Good results invariably follow such advertising, and we advise Mr. Holland to "keep up the good work."

#### A Good Scheme.

Another letter comes from D. S. Clark, of South Omaha, Neb., and contains a dignified scheme which Mr. Clark tells us has brought him very good returns. It is a slip which he encloses with each prescription compounded at his store, and reads as follows:

#### SOUTH OMAHA, NEBR.

I thank you for bringing me this prescription, and assure you every drug used in it is of the purest and best, while the care and skill used in compounding it merits your confidence and your future prescription and drug trade. Mine is strictly a drug and prescription store, with the largest and best selected stock of pure drugs and chemicals, thoroughly equipped for the most intricate work of the profession, and I shall insist at all times on the most constant care and strict cleanliness.

I positively never have or never will pay to doctors a commission or office rent, and as a consequence do not charge extra on this prescription to repay myself for such an extra expense. Call again, D. S. CLARK, The Leading Druggist.

This idea could well be used by other pharmacists who not only exercise care in their prescription work, but desire the fact to be known. We have the pleasure of knowing Mr. Clark personally, and we know he means every word he puts on this card. He runs what we would call an "ideal pharmacy"; nothing elaborate, but everything clean and

neat, and on entering his store one is immediately impressed with the professional-like atmosphere that seems to abound. All these things inspire confidence. The practice of paying commissions to doctors by druggists is carried on extensively in South Omaha, says Mr. Clark, and the mentioning of it in his card has caused the people to do considerable thinking, as they are almost invariably advised by their physicians where to have their prescriptions filled. The results from this clause alone have greatly benefited Mr. Clark, and any druggist who knows such a state of affairs to prevail in his town should follow the example set above.

#### A SHOW WINDOW.

A Worcester, Mass., druggist has the most attractive window display we have seen this month. The window is arranged to represent a small old-fashioned room, in the centre of which are placed two automatic figures, a crabbed-looking old lady and her small son. With a pewter spoon she is giving her boy what purports to be a certain "blood remedy," and a placard hung conspicuously in a corner reads, "A prophecy of fifty years ago fulfilled in 1900." And it goes on to tell what excellent results are attained by the use of ——'s Blood Purifier.

#### Advertising Literature.

The Show Window (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents per copy. 1150 Caxton Building, Chicago.

Printers' Ink (weekly), \$5.00 per year (with Spatula, \$5.00); to cents per copy. New York.

Advertising Experience (mouthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. Irving G. McColl, editor, 1536 Merquette Building, Chicago.

Profitable Advertising (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cents per copy. Kate E. Griswold, editor, Boston.

The National Advertiser (weekly), \$2.00 per year (with the Spatula, \$2.25). Per copy, 5 cents. New York.

Advertising Werld (monthly), 35 cents per year (with the Spatula, \$1.00). Columbus, Ohio.

The Ad-Writer (monthly), \$1.00 per year (with Spatula, \$1.75). St. Louis, Mo.

\$1.75). St. Louis, Mo.

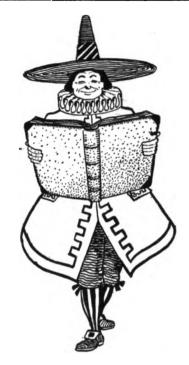
Advertisers' Guide, (monthly), 25 cents per year. New

Market, N. J.

Advertising Success, (monthly) \$1.00 per year, (with Spatula \$1.50) New York.

MTU. S. or Canadian postage stamps accepted in payment of subscriptions.

## Books, etc.



#### Richter's Chemistry.

The first volume of the third edition of Richter's Organic Chemistry\* appeared about a year ago. The volume now before us makes the work complete.

There is a large demand for an up-to-date organic chemistry, which will give not only the chemical relationship of the compounds, but their physical and chemical characteristics as well. Richter's Chemistry probably supplies this demand as well as any abridged work can. The field is so fast, and the changes so rapid, that to undertake an unabridged

work would be a most discouraging task, and a smaller work frequently revised will best meet the demand at present. Though we speak of it as a smaller work, it is only in relation to the subject that it is small. The second volume, alone, dealing with the compounds of the benzene series, has occupied the translator three years. The index, in itself no small task, occupies 63 pages, and refers to upwards of 7000 compounds. This is as complete, so far as references go, as the average chemist requires, and only the specialists would find vacancies. Many of the new remedies of recent years appear in this volume, in their chemical relationships, also the constituents of volatile oils, alkaloids and paraffines of special interest to pharmacists.

The work is not elementary, but is simple, and the language is lucid and concise. It is a desirable addition to pharmaceutical libraries.

#### The Lloyd Bulletin.

The Lloyd Library in Cincinnati is already well-known to the literati in pharmacy, but the proprietors evidently intend to make it not only better known, but of general interest by reproducing in as nearly fac-simile as possible the rarest of the early works in that Library connected with Pharmacy, Materia Medica and Botany, and to supply them by exchange to journals and societies connected with these branches of science, and also at the nominal price of \$1.00 per issue to persons who desire them for their private libraries. This unique idea is carried out in this first Bulletin.\* which reproduces two Essays on Materia Medics of a century ago. The author speaks in an entertaining way of many of our native remedies, numbers of which are no longer in use. Some of the domestic remedies of our country which are still in use, but rarely referred to in the scientific works, are here referred to. Many references to Indian remedies are made. This bulletin is attractively printed in magazine style, and is cheap only in price. For one, we feel like offering our thanks to

<sup>\*\*</sup>Wictor von Richter's Organic Chemistry, or Chemistry of the Carbon Compounds. Edited by Professor R Auschuts, University of Bonn, assisted by Dr. G Schroeter. Translation by Edgar F. Smith, Professor of Chemistry, University of Pennsylvania. Third American, from the Eighth German Edition. Volume II. Carbocyclic and Heterocyclic Series. P. Blakiston's Sons & Co., 1012 Walnut St., Philadelphia. 870, 670 gagas. \$3 00 act.

<sup>\*</sup>Bulletin of the Lloyd Library of Botany, Pharmacy and Materia Medica. Reproduction Series, Bulletin No. 1. J. U. & C. G. Lloyd, Cincianati, Ohio.

Messrs. J. U. & C. G. Lloyd for offering this opportunity of a better acquaintaince with their invaluable library.

#### Received.

Report of the Kentucky Board of Pharmacy for the year ending October 11th, 1899.

Proceedings of the New Hampshire Pharmaceutical Association at the twenty-sixth annual meeting held at Sunapee Harbor, September 5th and 6th.

Tenth Biennial Report of the Commissioners of Pharmacy for the State of Iowa, 1899.

Proceedings of the Twentieth Annual Meeting of the North Carolina Pharmaceutical Association, held at Durham, May 18th and 19th, 1899.

The April number of the National Magazine is decidedly worth the consideration of any one who desires bright, snappy fiction, and the questions of the hour presented in a clear and forcible language. It is decidedly one of the brightest of the ten cent magazines.

Rudyard Kipling's new animal story, "The Rlephant's Child," is a feature of the April Ladies' Home Journal. It is the first of a series of "Just So" stories, and describes, with Kipling's inimitable drollery, how the elephant got his trunk. The now almost forgotten "Mysteries of the Century," which held the centre of the world's stage in their day, are graphically recalled.

#### A GOOD RECORD.

For nearly seventy years Dr. Harrison's Peristaltic Lozenges have been on the drug market and recommended by prominent physicians and druggists throughout the country. The Peristaltic Lozenges have proved themselves never failing in curing constipation, the prolific cause of ill health. They are especially a remedy for ladies, and the druggist who sells them is bound to gain the confidence of all he recommends them to. There are hundreds of families who have used them for over fifty years and are still using them when they require medicine. We have used them and highly recommend them as a first-class remedy. See ad. in another column.



A CLEAN SWEEP.
(Duplicate soc.; with Spetula, \$1.25.).

#### COLORING BIRDS.

Birds can be colored, according to Dr. Sauermann, an Austrian, by supplying them with food dyed with aniline. He obtained pigeons of a beautiful red with methyltrabromofluorescine, and others of a fine blue with methyl violet, which is a mixture of the hydrochlorides of pentamethylpararosaniline and hexamethylpararosaniline. Canaries can be clad in rainbow colors.

#### J. C. AYER CO.

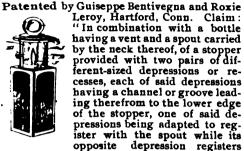
Mr. Alfred E. Rose, treasurer of the J. C. Ayer Co., in an informal speech at the banquet given to the employees of that company on Mar. 14, said that the sale of Ayer's prepa-tations had increased 46 per cent. during 1899 over the sales of the year before. This shows that merit wins, and if present indications count for anything this year's business will top that of last year. The average person does not realize what a wonderful thing this tremendous gain means. When you consider rhat the J. C. Ayer Co. is in its 60th year of activity and has always done a business that few could hope to equal, you will readily see that a very, very substantial gain is needed to bring it up to 46 per cent. above the sales of the best previous year. This state of affairs could only have been reached by merit, and makes in itself the strongest argument that could possibly be given in behalf of the J. C. Ayer Co. and its preparations. Their ad. in this month's Spatula consists of a reproduction of part of Mr. Rose's speech.

Me Duplicates of nearly all the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send ten cents, or if not, twenty cents for illustrated catalogue.

## Mhat's New.

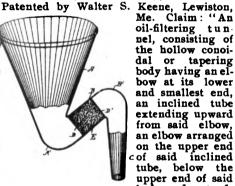
Manufacturers, whenever putting novelties interest to the drug trade upon the market, e requested to send us circulars that we may ake, free of charge, illustrated announceents in this department.

BOTTLE AND STOPPER.



with the vent."

FILTERING TUNNEL.



body and extended downward into a delivery nozzle or tube constructed to enter the filling-orifice of a lamp, and a filter arranged wholly within the inclined tube between said elbows."

ROOT BEER SET.



Root Beer, always popular, bids fair to become even more so this year than ever before. It is a necessary adjunct to every soda fountain, and every dispenser to gain the best trade should serve Bardwell's from ice cold steins, kept cold in Bardwell's coolers. It will pay you double the profit of soda water, and by serving with the Bardwell Root Beer Set, you will readily build up a regular trade. The set, made of blue and gray Flemish stone, consists of cooler, pitcher, six steins and five gallons of syrup. All that is required to start right in and serve the best root beer in your town. All wholesalers sell these sets.

#### MARSTON'S FOLDED PAPER.

Every druggist uses powder papers, more or less, in prescription work, and much time is taken up in folding. The Marston Machine Folded Powder Papers will not only save this time, but insure the dispensing of uniformly folded powders. They are not much more expensive than the ordinary papers. A. L. Souther, of 73 Green street, Boston, is the general agent.

We claim to make the finest Neutral or Cologne Spirit produced in this country, and for the purpose of more thoroughly introducing it to the Pharmacist and to bring it into general use, we offer

## Graves' XXX Extra French Cologne Spirit In 5-Gall. Boxed Demijohns, Parcel free, FOR EIGHTEEN DOLLARS.

With the order we will give formulas for the manufacture of the following toilet articles:

Toilet Cologne, White Rose Cologne. Florida Water, Violet Water, Violet Water,

Or for household or Soda Fountain use VANILLA EXTRACT, of a quality which may be called Superb. Samples of the manufactured goods, showing possibilities, cheerfully shown at our office and distilling works, —35 MAWKINS STREET, BOSTON.

C. H. GRAVES & SONS.

## Gaduol (Ale. Ext. Cod-Liver Off, MERCE)

Contains the alterative constituents of the oil without the fatty matter. Merck's Digest No. 4 presents formulas for palatable mixtures of Gaduol.

## Tannalbin (Tannin Albuminato)

Anti-diarrheal. Free from the usual disadvantages of lead, bismuth, and silver salts. May be had as powder or in 5-grn. tablets.

## Ichthalbin (Ichthyol Albuminata,)

An odorless and almost tasteless powder. Employed instead of ichthyol wherever the latter is indicated internally. Two forms: Powder and 5-grn. tablets.

## Largin (Silver-Protabin, LILIENFELD)

Bactericide and astringent; used in gonorrhea and infectious eye diseases Largin contains 11.1% of silver.

#### CREOLIN-PEARSON.

(Saponified Coal-Tar Creceote.)

The Ideal Disenfectant, Deodorant, and Germ-Destroyer.

Window Advertising and Bookiets free on request.

## Thiocol (Gualacol-Sulphonete of)

A water-soluble form of guaiacol. According to the U. S. Dispensatory (18th ed., p. 1675), guaiacol acts "by forming compounds in the blood with the toxic by-products of the tubercle bacillus and aiding their elimination."

Thiocol is employed in phthisis, chronic coughs and chronic catarrhs of the gastro-intestinal and genito-urinary tracts. Three forms of Thiocol are on the market: Powder; 5 grn. Tablets; and Syrup (with working formula on every label) containing 5 grn. Thiocol in a fluid dram.

## Dionin (Ethyl-morphine Hydro-)

Cough sedative, antispasmodic, and analgesic. Prescribed in the treatment of bronchial and phthisical coughs, and for combating pain in gynecological cases; also in chronic morphinism. Dionin may be had in powder form or in  $\frac{1}{4}$  grn. tablets.

## **Orexine Tannate**

(Phenyldihydroquinasoline Tannete, KALLE)

An efficient appetizer and gastric tonic. Orexoids (4 grn. tablets of Orexine Tannate under the label of Merck & Co.) are on the market as well as the powder form.

LITERATURE ON REQUEST.

MERCK & CO., UNIVERSITY PLACE, NEW YORK.

You will be charged no more if you mention the SPATULA

y O LUCYUY

## The Drug Market.



HE market during the past month has been subject to several surprises in the way of sharp advances and declines. Cod Liver Oil market has worked differently from what it appeared likely during the first of the season, owing to poor weather and consequent interference of the "catch."

Where a large "catch" was anticipated, there appears to be considerable shortage. market has advanced some three or four dol lars a barrel, but this advance seems hardly warranted, as, with the stock on hand and the fair amount of oil made, no extreme prices are likely. It is too early yet, however, to tell regarding this. Morphine suffered a decline owing to competition. Business generally is in good shape.

OPIUM-Market for this article ruled quiet during the month. Price seems to have settled to \$3.25 for case lots. No special demand except from manufacturers of Morphine.

MORPHINE has caused the trade considerable surprise by declining 20 cts. during the month. This, in the face of previous regularity in the price, comes all the more suddenly, and was brought about by a new manufacturer appearing in the market, the older ones being rather inclined to make it interesting as a starter. Whether a further decline may be brought about remains to be seen. At the present time the market is weak and in a hesitating position, owing to the extreme uncertainty. A 20 ct. drop in Morphine is very unusual during a month, and the future position of the article is hard to determine.

CODEINE has declined 15 cts. per oz. in the face of a previous strong market. It has been generally considered likely that an advance would surely come in the near future, but, as in other cases, the unexpected has happened in this case.

Quining slowly weakens, and as the season passes for its largest consumption, the chances of advances are very poor, whereas the probability of further declines is quite likely.

CARBOLIC ACID is weaker. Price is gradually settling back to old figures, with the probability that they will be realized in the near future. All chemicals sympathetic with this article are also lower.

CITRIC ACID is very firm at the reduction made some time since. As the season approaches, however, for its use, market seems to be hardening, and an advance is quite likely, probably on about the same basis as was witnessed last year. All of these seasonable articles maintain a practical rotation of price. About such a time they decline, and about such a time they advance. One who follows this series of changes, keeping slightly ahead of the market, in the long run usually makes a dollar It is merely a question of a nimble trader.

ALCOHOL, continues to harden in price. Market seems to be on a basis of \$2.44 net in single barrel lots.

COCAINE was reduced 25 cts. in price owing to active competition, but the market did not warrant this so early in the game; consequently, prices were restored to the figures previous to the decline. It is unquestionably a fact, however, that the market will react again toward old prices, this advance being more of a speculative nature than anything.

COD LIVER OIL-As noted above, is selling on the basis of \$26 and \$28 per barrel for best imported goods. Cables from abroad state that the fisheries gave a very poor catch, and up to the 24th of March, only about 5,000 000 fish had been taken against 9,000,000 same time last year, and this only produced about one-quarter as much oil as last year. It is said that the catch will probably be fully as light as at any time during the past five years. This unforeseen circumstance has materially changed holders' views.

GLYCERINE continues very firm at the recent advance of the manufacturers, but in all probability the top of the market is reached, and it is very doubtful if a further advance

MENTHOL-No change in price of this article has occurred. The market is, however, reported weak, and as the season is passing, further reductions in price are likely.

GUM CAMPHOR-On the other hand is exceptionally strong. Prices have been steadily marked up all winter and spring, and it is said that the end is not yet.

BRANS-Mexican Vanillas are firm in price. but the quality offered is very superior. Angostura Tonkas are selling at exceptionally low prices; in fact, lower than ever before since the monopoly was in control of the market.

ESSENTIAL OILS—Under this head merely jobbing interest is to be noted.

Gum Kino has suffered a material reduction, and nearly three-quarters have been whittled

from the price.

IPECAC ROOT which has been held at very

high figures, is somewhat lower.

LEAVES—Coca market is steady. and Senna have returned to practically old prices which existed before the war, and are liable to remain at these figures.

Boston, April 20, 1900.

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# CASTORIA

PAYS THE WAR TAX.

NO ADVANCE IN PRICE.

\$33.60 per gross. \$2.80 per dozen.

Jobbers sell in gross lots, 5% and 2½% off.

• THIS IS THE GENUINE. •

THE KIND YOU HAVE ALWAYS HANDLED.

IT PAYS TO HANDLE RELIABLE GOODS.

Send for Counter Wrappers, Cartons and Cards.

THE CENTAUR COMPANY,

77 Murray St., N. Y. City.

Chart Flitcher.

Descrident

When[writing advertisers please add the word SPATULA.

#### WEBB'S ALCOHOL.

Some people and some things inspire confidence while others gain confidence by merit, but it is seldom that a firm and the article they offer possess these two fine qualities. James A. Webb & Son and the alcohol they handle deservingly have both.



CHAS. LAWRENCE & CO.

103 Commercial Street, Boston.

### The Pepular New England Beverage for 1900 BARDWELL'S

## Unparalleled Root Beer,

From ice-cold steins, kept cold in Bardwell's coolers. (Design patent, 31737.) This ware is of beautiful Flemish Gray with blue trimmings and forms a most attrac-



tive addition to any soda fountain and wi'l sell the beer, which is unequalled in quality, and its sale wherever introduced has been phenomenal

The price of Bardwell's Root Beer pays double the profit that Soda Water does and everybody drinks it. An outfit, consisting of Bardwell's Root Beer Cooler-Patent 31737—Bardwell's Root Beer Flitcher, Six of Bardwell's elegant Steins, Five Gallons of Bardwell's Root Beer Syrup, sufficient syrup to make Fifty Gallons of Bardwell's unequalled Root Beer. Twenty-five dollars,—235 00. At all wholesalers.

CHARLES E. BARDWELL, HOLYOKE; Mass

# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scattering about counter FREE

We also print your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

## Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. -17 cts. profit on each bottle if bought in 3-doz. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.

Do not forget us when writing advertisers.

#### LAWRENCE'S 103.

The cigar department of every drug store should be run as carefully as any other department, and it is unnecessary to say that every druggist wants to handle the goods that not only are the best but afford the best profit. Lawrence's 103 cigar, of which over six million were sold last year, is recognized as one of the best five-cent cigars on the market, and if you get a man to try one he will be a regular patron in the future. Another big point in the favor of Lawrence's 103 is that you can obtain them for \$30 per thousand, thus giving you a half cent more profit than most five-cent cigars afford. If you will write to Chas. Lawrence

& Co., 103 Commercial street, Boston, and mention the SPATULA, they will give you any information you may wish concerning the cigar and the several other brands they carry.

#### Te make your SDDA DEPARTMENT pay.

Your man in charge needs our

#### MANUAL OF SODA BEVERAGES.

We mail it free on request.

SMITH & PAINTER, – Wilmington, Del.

#### WE CALL THE ATTENTION

Established 1832

of Every DRUGGIST to the Fact that in Keeping and Recommending.....
DR. HARRISON PERISTALTIC LOSENGES

He adds to his reputation, as they are the ONLY reliable cure for CONSTIPATION, the Prolific cause of Ill-Health and its results, on the Drug Market. ALSO

Dr. Harrison's Iceland Balsam, the most efficacious Remedy for Colds, Coughs, Whooping Cough, Asthma, La Grippe, obsumption, etc. These Remedies have STOOD on their own MERITS for nearly SEVENTY YEARS, and TO-DAY they have NO EQUAL.

To be had through all Beliable Jobbers, or from

E. HARRISON ALLISON, Proprietor,

No. 788 Massachusetts Ave..

Cambridge, Mass.

## ORANGE SODA.

YOU MAKE A GREAT MISTAKE
IF YOU FAIL TO TRY\_\_\_\_\_

## Aromatic Tincture of Orange, W. & P.

This tincture is made from fresh Florida and California oranges, and contains no chemicals or oils. There is no orange extract on the market that gives more delicious flavor; just like the fresh ripe juicy fruit.

#### FORMULA.

SAMPLES SENT ON APPLICATION TO

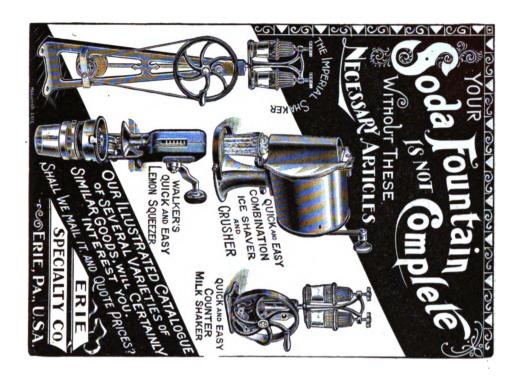
WEEKS & POTTER CO.,

BOSTON, MASS.

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Don't forget to mention Spatula when writing advertisers.



DRUGGISTS, AIM TO PLEASE YOUR CUSTOMERS.

WHEN A LINIMENT IS CALLED FOR, SELL

FOR 25 YEARS



FOR 25 GENTS

PER BOTTLE

## We Warrant it to Give Satisfaction

Requests for advertising matter promptly supplied.

REFUND MONEY

Quality, Quantity and Profit Right.

MINARD'S LINIMENT MANUFACTURING CO., - BOSTON, MASS.

Don't forget to say you saw their ad. in the SPATULA

# PURE, WHOLESOME FRUIT SYRUPS \*\* \*\*

**CONCENTRATED** 

# \* CONTAIN NO ANTISEPTICS. \*



The DUROY SODA FLAVORS in syrup form are the latest and best in the country; all fruit flavors in stock. Made by our special process from wines originally fermented from choice, select fruit. These syrups are non-alcoholic. Write for particulars and prices. Booklets of formulas sent free. If you want to serve your customers with the latest and best flavors, COME TO US.

Address,



The Duroy & Haines Co., SANDUSKY, OHIO.

Please mention the Spatula when writing advertisers.



### NEW ENGLAND NEWS SUPPLEMENT.—April, 1900.

# Massachusetts College of Pharmacy.

T the alumni meeting held April
12, the following officers were
elected: President, W. H. Glover,
'92; vice-presidents, Elie H. La
Pierre, '80, and Alpheus Holton,

'91; secretary, Wilbur L. Scoville, '89; treasurer, Wm. R. Acheson, '89; auditor, Irving Nute, '94. The proposed amendment to the Constitution was passed, and the present officers will hold their positions until June 1, 1901, President Glover will thus have the unprecedented privilege of presiding at two annual banquets.

The annual banquet of the Alumni Association will be held at Young's Hotel, on the evening of May 17. This is Commencement Day, and members are reminded that this arrangement allows of a participation in the class exercises and graduation exercises in the afternoon and annual banquet in the evening.

The class of 1900 have been very busy with their plans for commencement. The class will have a hop in Pierce Hall on Wednesday evening, May 16, and will hold class exercises at the college on the afternoon of May 17. The speakers will be A. S. Gigger as President, Miss Mae E. Collins, valedictorian, Miss Bertha M. Haynes, historian, and P. J. Moran, orator. The class exercises will preceed the graduation exercises on the afternoon of May 17.

J. C. Fausnaught, '94, has been obliged to

sever his connection with the firm of Fausnaught & Ferrin on account of ill-health. He has gone to Colorado to recuperate.

The M. C. P. Women's Club is planning for a banquet at the Hotel Nottingham, in the near future. No date has yet been decided upon. The fame of this club has spread abroad beyond the bounds of "Our Country," and there are indications that it will be emulated in other cities bye and bye.

The Seniors ousted the Juniors in a game of baseball at Franklin Park, on April 7. Some went to see the fun but were drafted into service and set to running bases,—the most arduous task of the day. The score footed up 47 to 32 or thereabouts at last accounts, and the scorer had then worn out his pencil. Anyway, the seniors won, and they took it as a precursor of coming contests more serious in their nature. Several of the contestants were too lame to enjoy the balmy spring air the next day.

The Rugby Pharmaceutical Co. has been incorporated in Maine, with a capital stock of \$3,000, \$300 of which has been paid in. The president is John Graham, of Milton, Mass., and the treasurer is John E. Quimby of the same town.

The annual meeting of the Connecticut Pharmaceutical Association will be held in Hartford, June 12 and 13. Chas. A. Rapelye is the secretary.

### H Maine Meeting.

The Maine Pharmaceutical Association will hold its next annual meeting at Portland on July 11, 12 and 13, and four Portland members have been chosen for the committee on entertainment and transportation; they are S. F. Clark, C. C. Files, W. H. Norton and C. A. Simmons. The subjects chosen for papers to be read at the meeting and for which prizes are offered are:

- r. Pharmacognosy; its relation to pharmacy.
- 2. To what extent is Professional Pharmacy being replaced by Commercial Pharmacy?
- 3. What chemicals of the U. S. P. can be easily and profitably made by the retail druggist?
- 4. What are the relative merits of the various processes for making Syrup Hydriodic Acid? State which is the best.
- 5. What side lines can a druggist carry profitably, and how shall they be displayed and advertised?
- 6. Perishable drugs and pharmaceuticals, and how to preserve them.
- 7. What are the benefits to be derived from associations and trade papers?

Prizes.—Fifty dollars will be awarded as follows: Twenty dollars to the first, fifteen to the second, ten to the third and five to the fourth best papers on the above subjects.

Committee to award the same will be appointed at the meeting.

### Banquet and Reception.

The Boston Druggists' Association held a banquet and reception at Young's Hotel, on the evening of Mar. 27. About twenty members were present to welcome Hon. Joseph Maccabe of East Boston and Samuel H. Bravo who were the guests of the evening. Mr. Maccabe made an interesting address on "A Ramble in Tangiers," and Mr. Bravo, who recently returned from a prolonged visit to Jamaica, gave a talk on his experiences in that island. Elliott W. Keyes and Charles E. Harrington were elected to membership in the association.

### Kidnapped Die Child.

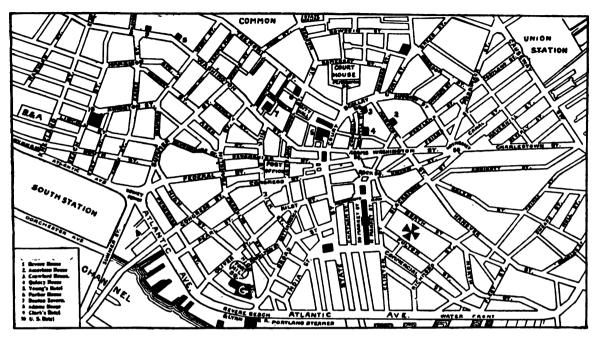
Adolphus Holton, the proprietor of two drug stores in Norwood, Mass., kidnapped his own child from its mother, April 13. Mr. Holton was married about five years ago, but his married life was unhappy. The couple decided last summer to separate and the mother has since retained the charge of their fouryear-old boy. One day while the child was on the street with its mother, Mr. Holton met them and placed the boy in a carriage, on the seat of which Mr. Holton's brother sat. Mrs. Holton attempted to prevent the carriage from leaving and clung to her husband, who finally broke away and ran after the fast disappearing carriage. Legal proceedings probably will ensue to determine which parent shall retain the custody of the child.

#### Effervescent.

A paper on "Effervescing Citrate of Magnesium," by Professor Wilbur L. Scoville, of the Massachusetts College of Pharmacy, and Pharmaceutical Editor of the SPATULA, was read on behalf of the author by Professor F. G. Ryau, at the regular pharmaceutical meeting of the Philadelphia College of Pharmacy, held Tuesday, Mar. 20, in Philadelphia. The author stated that nearly all of the so-called granular effervescent citrate of magnesia consists of an effervescent sulphate of magnesium or of sodium, and that probably the greatest obstacles to its practical employment are its cost and the difficulties of making it. For these and other reasons, he proposed the sanction in the next Pharmacopœia of an effervescing epsom, Rochelle or Glauber's salt.

### Appointed.

J. E. Richardson, who has been in the drug business at the corner of Broadway and Marshall street, Winter Hill District of Somerville, has received an appointment as inspector of milk and vinegar and this has been confirmed by the Somerville Board of Health. An office will be arranged for him in the building occupied for his drug business.



#### Removal.

The Eastern Drug Co., of Boston, which is the consolidation of West & Jenney, Geo. C. Goodwin & Co., and Cutler Bros. & Co. will move into their new building on Fulton street, June 1. The business of the company is now being done at the Broad street branch (the former store of West & Jenney) and at the Hanover street branch (Geo. C. Goodwin & Co.'s old stand) the forces of Cutler Bros. & Co. being distributed between these two branches. The company has found that it will greatly facilitate business to be under one roof and on this account the change will be made. The reason, no doubt, that the company has chosen Fulton street for their location is that that section of the city has long been identified with the drug trade. All the large jobbers of Druggists' Supplies are situated on Blackstone street within a block or two of the company's new store. In the cut above is shown the new location of the company, and by the use of this map may be readily found from any depot.

#### Lucky Smith.

George A. Smith, prescription clerk at W. J. Madden's Pharmacy, Bristol, Conn., won the award of \$1000 in cash that the Knights of Pythias presented as a capital prize to be contested for by holders of season tickets in the recent fair given by Hull company, Uniformed Ranks, and Ethan lodge, Knights of Pythias. George Smith is one of the most popular young men of Bristol, being highly esteemed by a host of acquaintances. He held 294 tickets, or 49 books, each book containing six tickets. The 294 tickets cost Mr. Smith \$24.50. He is receiving the hearty congratulations of his many friends, all of whom were treated to the best of cigars.

#### Robbed.

Chamois skins valued at six or seven dollars were taken from the store of W. C. Gaudelet of Walnut street, Newtonville, Mass., by a very clever thief. M. Gaudelet reports that on the afteruoon of April 9, a strange man of good appearance came into the store and talked a while on general topics of the time. He walked leisurely about the store and apparently was waiting for a train or car. After a while he bade the druggist good-bye and soon after leaving the chamois were missed.

# Hbout New England.

E. H. Nickerson, lately of the firm of Buck & Nickerson, will soon open a new drug store on Lincoln street, Foxcroft, Me.

The drug store of Alfred Davis was damaged by fire on April 7. The loss, \$200, is covered by insurance.

Mr. Linus D. Drury, Ph. G., auditor of the M. C. P., Boston, has fully recovered from his recent illness.

A petition in bankruptcy has been filed by J. F. W. Wilson, Jr., of Broadway and Dorchester streets, Boston. His liabilities are \$4,703; assets, \$2,400.

George W. Walker, recently of the Walker-Rintells Drug Co., has bought A. D. Marcy's Grove Hall drug store and will give the store his personal attention.

On the morning of March 15, the drug store of W. E. Day, of Hopkinton, Mass., was destroyed by fire. The loss was \$5,000; insured for \$4,5000.

Thieves broke into the drug store of G. S. Calder, Eddy street, Providence, R. I., on the night of Mar. 6, and removed considerable stock.

The drug clerks of New Haven, Conn., are contemplating the formation of a Drug Clerks' Union, in order that they may obtain shorter hours.

A Drug Clerks' Union has been formed in Bridgeport, Conn., and an endeavor will be made to compel proprietors to have the hours for duty shorter.

Messrs. Howard of White River Junction, Vt., have bought the N. A. Wheeler drug store at Bellows Falls, and will move in immediately.

Thos. F. Clifford, trustee for the W. P. Underhill Co., of Concord, N. H., which failed recently, has paid the creditors twenty-five cents on the dollar.

George Dupaw, formerly with Aldrich Dutton, Keene, N. H., is now in the employ of the Brooks House Pharmacy, Brattleboro', Vt

Mr. A. H. Sinclair, of the firm of Sinclair &

Moulton, Salem, Mass., will hereafter carry on the business himself, the partnership having been dissolved.

Mr. O. F. Ives, of Hartford, Conn., spent a few days, the first of the month, in Boston, with Mr. E. F. White, editor of our Soda Water Department.

An overheated stove in the drug store of Fred M. McKinneson, 50 East Brookline street, Boston, caused a slight fire on the evening of April 6. Very little damage was done.

Mr. Cunningham, of Inman Square, Cambridge, Mass., is having trouble with the City Government because of a clerk who sold liquor on Sunday.

Michael Burke has left the firm of Flynn & Co., druggists of Lawrence, Mass., and has taken a position with Albert Arthurs, who has a store on Broadway in the same city.

Charles Clarke & Son, the druggists of Lawrence, Mass., have leased the store adjoining their own, and now occupied by A. G. Mellen, dealer in meats and provisions. Their increasing business made more space necessary.

Mr. E. F. White, editor of the SPATULA Soda Water Department, has severed his connection with C. A. Rapelye, of Hartford, Conn., and will take the management of the fountain for Miss M. C. Dow, of Cincinnati, O.

The nineteenth meeting of the Massachusetts State Pharmaceutical Association will be held at Newburyport, Mass., on June 19, 20 and 21. Mr. Charles L. Davis, 61 State street, is local secretary.

Mr. Myron A. Clark, for thirteen years foreman of the wholesale drug department of George C. Goodwin & Co., Boston, died suddenly at his home in Waltham, April 10. He was forty-two years of age.

Hon. Charles L. Dean, mayor of Malden and senior member of the firm of Dean, Foster & Co., Boston, dealers in druggists' glassware of all kinds, has been elected a member of the Mayors' Club, an organization made up of the mayors of various New England cities. They hold their meetings at Young's Hotel, Boston.

### Graduated Kelene.

Professor J. P. Tuttle, of the New York Polyclinic, read a paper on his "Experiences with Graduated Kelene as a New General Anaesthetic," before the New York County Medical Association in Feb., 1900, and his experience (50 cases) leads to the belief that 'Graduated Kelene' would suggest a change in the method of producing anaesthesia. For years ether and chloroform have enjoyed a monopoly as anaesthetics, but the after-effects of these upon patients have long been subjects of regret to surgeons. Intense headache, nausea and hysterics frequently follow their use. Dr. Tuttle, using Kelene as an adjuvant to ether, has done away with all these evil effects. He said that, besides being harmless, Kelene left the patient without the slightest bad effect. Recovery was much hastened, nauses, headache, etc., being absent. Besides this, nitrous oxid, which has heretofore been used as an adjuvant to ether, was very expensive,—\$7.50 worth being necessary to anaesthetize some patients, while a few cents' worth of Kelene will do the same work with better re-Nitrous oxid necessitates cumbrous apparatus for its administration, while Kelene may be carried in the pocket and given with an ordinary mask. Surgeons would do well to investigate further, and pharmacists should call the attention of their physician friends to the above.

English women prior to the time of Richard II, (1377-1399), rode horseback astride. He married Anna of Bohemia, daughter of Charles IV, Emperor of Germany. She was deformed and was deformed and was obliged to ride sideways—hence the custom. The astride custom is again reviving and becoming popular. The G. O. Taylor Old Bourbon and G. O. Taylor Pure Rye Whiskies are also popular. They deserve to be, because of purity. Sold by bicensed dealers, generally.

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#### IN TEN OUNCE LOTS.

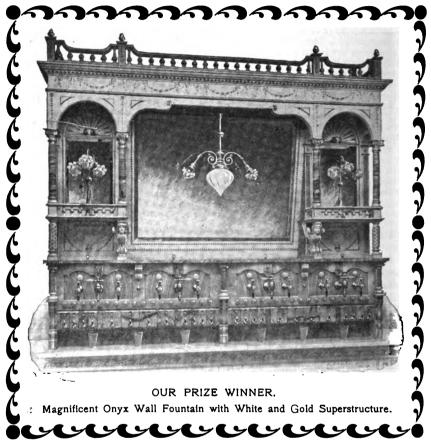
It will undoubtedly be a matter of pleasurable interest to our readers to learn that the Antikamnia Chemical Co. are offering to the retail trade all Antikamnia preparations in 10-02. lots; the price of which is \$9.25. The smallest quantity heretofore was 25 ounces. All wholesale druggists, in fact the entire jobing trade, has been instructed to furnish the ten ounce quantity, assorted as desired by the retailer, at the above figures.

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The above is as nearly as possible a verbatim report of a conversation by a retail druggist with one of our representatives, and is a good illustration of some things a retail druggist can do to increase his business. In all such stores, the sale of Hood's Sarsaparilla is increasing constantly.

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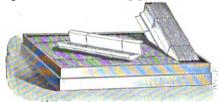
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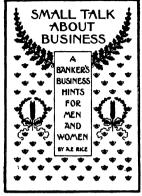
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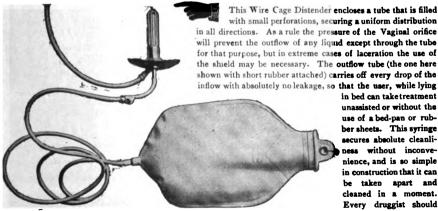


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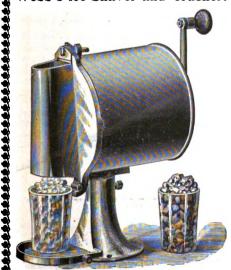
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Manufacturers and Wholesale Dealers, who would like some of this business should place an advertisement in

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It shaves lee as fine as snow. It crushes lee in size of grains of sorn. The blades to both shaver and crusher are adjustable, so as to shave or crush either coarse or fine, as may be desired. The machine weighs about 16 pounds.

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AND
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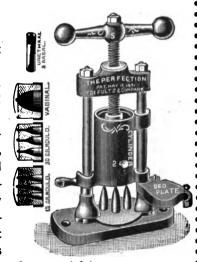
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our booklet which tells all about the Perfection Suppository Machine and a lot of other specialties we make. We send it gladly to any druggist who is interested enough to drop us a postal.

This booklet will tell you why the "PER-FECTION" is the best suppository mould made, and how much it costs, and how much it will It will also tell you some interesting facts about the "Pearl" Suppository and "Little Diamond" Tablet Machines, Automatic Funnels, Bottle Washers, Ointment Blocks, Rubber Covered Spatulas, Pill Rollers and Cutters, Powder Dividers and many other specialties.



FOX, FULTZ & CO., 31 Warren St., N. Y. 18 Blackstone St., Boston.

When writing mention SPATULA. It will do us all good.

HAVE just received a letter which opens by saying, "You consider the druggist a very unprogressive person judging by your remarks." For the benefit of this correspondent, and others who may possibly have received a similar impression, which, unqualified, would be incorrect and do me an injustice, I will make this explanation. I consider druggists, as a class, progressive along those lines relating to the professional side of their business. Of this branch they are evidently making as scientific a study as their several conditions will permit and seemingly and properly take pride in such study. On the other hand, I am trying to make a scientific study of trade-getting and trade-promoting ideas. My business affords me constant opportunities for doing this under many and varying conditions. While acknowledging varying conditions. While acknowledging the full value of the professional side of pharmacy, I give great emphasis to the practical side of the drug business, because all must eat, dress, pay rent and clerk-hire. Unless the earnings reach a volume that will take care of these items and keep the balance on the right side of the ledger all efforts on the professional side, in time, must be brought to a standstill. It may, therefore, be truthfully said that a business is what you make it. Nine druggists out of ten bid for a small business and they get just what they bid for—and rarely any more. They have assumed in the main all the expense that would be required to do a large business. The addition of a few cents more to their daily expense would put an entirely different face upon their enterprise and stamp them as up to date and their place as one worthy of liberal patronage. A successful advertiser once said that "in advertising one should figure all that he thought he could afford to spend, and then, shutting his eyes, put his hand in his pocket and take out twice as much, which would be nearer right." Regarding that branch of advertising which is embraced in store-fitting, the following is the state of fact to be considered: Each thousand dollars added to your expenditure in store-fitting increases your daily expense by less than seventeen cents on a basis of six per cent. on the investment. The first question then asked by the drugggist is,what becomes of the original investment. If the investment is well made and with one who thoroughly knows how to do it to your best advantage the extra investment should be good enough to yield two dollars per day to your profits. If this is done the original investment is paid for out of in-creased earnings in a little over sixteen

months. Now, there are thousands of druggists who would jump at any ourside investment which would promise to return their original investment in so short a time, who could not be persuaded, almost under guarantee, to make the same investment in their own business. This is not through lack of confidence in themselves, but because having carried on their business in the pinched manner in which they and their neighbor, probably is doing it, they cannot be brought to a realizing sense of the possibilities of a business conducted on a broader basis-a verification of the adage, "It is hard to teach old dogs new tricks." Do you think this is overdrawn? It is far short of the truth. have seen druggists suffer a loss of profits of three to five dollars per day that would in a year amount to over a thousand dollars for lack of courage to buy a showcase or similar fitting that would entail an expense of less than two cents per day. This is backhanded economy with a vengeance and one that some druggists have learned to perfection. I try to show a different and broader economy. There are three hundred and sixty-five days in a druggist's year and he has just that number of opportunities to get returns on a six percent investment. I have made many investments for them which are paying a yearly interest every month. After fifteen years' experience I am prepared to say that I consider such an investment, and on such re-turns, possible with two druggists out of three the country over. Referring once more to the usual estimate of the druggist I will relate an experience of a few days ago. Four years ago I refitted an old store many years established in a leading city. The cashier who has been in the place in that capacity for nearly ten years informed me on my recent call that the business has more than doubled since refitting. The proprietor has lately died and I was introduced to the manager, who complimented the store, but said: "I would never put much expense into fitting up a store." Now this man with even such an object lesson as this before his eyes goes back to his early teachings and belief. The increased sales amount to over one hundred dollars per day, or, in other words, the fixtures have paid a profit of from ten to fifteen thousand dollars since put in, and they cost about a quarter of that sum. This trade was never enjoyed by this store previously, nor would it have been without them or something equally as attractive.

C. H. BANGS, Pres., C. H. BANGS DRUGGISTS' FIXTURE CO. Jewelers' Building, Boston, Mass.

### DRUGGISTS' EXCHANGE.



Any paid-up subscriber to the Spatula may have inserted one time in this column free of charge, a notice of four lines calling attention to any article which he may wish to sell or exchange with a fellow druggist. Others may have similar notices inserted on the payment in advance of 50 cents nor ment in advance of 50 cents per issue. Each additional line 10 cts

WANTED—A young, wide-awake business man to take the management of a proprietary article and place it properly upon the market. Address XX, care of The Spatula, Boston.

FOR SALE .- Frick Tablet | Machine, good as new, cost \$10, will sell for \$5. Reason for selling, am going to buy a larger one. Address H. J. Brink, Doon, Iowa.

FOR SALE. "Kilner's Druggists' Formulary" and other cod books, good as new. Address L. W. MARSHALL, Lexington, Mo.

FOR SALE. Solid ash fixtures. Puffer fountain and outfit, and shelf bottles, all in first-class condition. Will sell all or any part of outfit at a low figure. FRED. E. TURNER, Willimantic, Ct.

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By W. H. ROBINSON, Ph. D. The plan of this new Grammar is unique, and entirely different from any in existence. All the words and expressions used in the exercises are borrowed from medical and pharmaceutical lore, so that the student need not tax his memory with terms for which he will have no practical use, and a few months application will enable any one to write an intelligent prescription in the Latin language. A VEST VALDABLE VOCABULARY, Latin-English and English-Latin, concludes the book. No pharmacist, whether old or young, can afford to be without this valuable volume.

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It is the best remedy for Coughs, Colds, Asthma, Incipient Consumption, etc., that has ever been put upon the market. We have other remedies also that are quick and sure sellers, and give the dealer a good profit. Every pharmacist should send at once for our special offer to druggists. We make it an object to handle our goods.

The Xanax Company, 16 ARCYLE ST., EVERETT, MASS. とうととううととううとと

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Exactly what you want for your Soda Fountain, your counter, your shelves and your win-Each placard is 7 x II inches, is printed on excellent quality 6 ply coated card board, in rich dark blue ink, and is neat and handsome. They are the prettiest thing of the kind you ever saw.

# **OUR SPONGES** Are Expansionists

#### LIST OF SIGNS. ORDER BY NUMBER ONLY.

- z—Dainty Soaps at dainty prices.
- 2-Soda Water. Palate pleasing.
- 3-Hot Water Bags. Quality Right, Price Right.
- 4-Did your doctor recommend an Atomizer?
- 5-Good Spices-our kind-the best kind.
- 6—Nursery needs.
- -Many smokers buy their smokes here.
- 8-Toilet helps. Odd things at odd prices.
- o-Everything for baby's toilet.
- 10-Soap cases. Handsome and moderate.
- 11-Hot Water Bags at low prices.
- 12-Dependable Atomizers.
- 13-Our Sponges are expansionists.
- 14-Atomizers. All the wanted kinds.
- 15-Perspiring humanity relieved at our fountain.
- 16-Worthy hair brushes. Long bristles, solid backs.
- 17-Soda water, bright, sparkling, cold, refreshing.
- 18-Richest novelties in toilet goods.
- 19-A big headache stopped for a little money.
- 20-Too hot to hurry. Rest at our fountain.
- 21-Good Morning! Want a lemon phosphate?
- 22-Try our soda, there is no better.
- 23-Vacation and traveling hints in our cases.
- 24-Chocolate soda, rich and creamy.
- 25-Hair Brushes. Luxurious goods, necessity prices.

Entire set of 25, \$1.25; with the Spatula one year, \$2.00.

Selection of any 10, 75c.; with the Spatula one year, \$1.50.

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THE SPATULA, 74 India St., Boston.

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# Patent Paper Julep Straws.



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Can be used but once as they always show the marks of use. But one straw is necessary for each drink. No cracked or musty straws. No time is wasted in hunting for perfect straws. They are CHEAPER and BETTER than natural straws. Their use assures Health, Cleanliness and Economy.

I refer to all reputable druggists in the country who use them at soda fountains in preference to natural straws. All first-class clubs, hotels, saloons, restaurants, etc., use my straws. If you try them once, you will use them always.

### I DO NOT SELL AT RETAIL.

Write for Samples and Prices.

### STRAW PATENTS.

The attention of the trade is called to the fact that artificial paper straws were first invented and introduced by the undersigned, who is still the sole manufacturer, and that they are fully protected by Patent No. 375,962, dated January 8, 1888, covering broadly any and every straw made of paper in imitation of the natural straw. Any infringement of the rights granted by this patent will be promptly prosecuted to the full extent of the law.

M. C. STONE, Sole Manufacturer,

1218-1220 F Street, N. W., Washington, D. C.

NOTE.—I am now putting up my straws in bundles of 100 straws each, for family use (without change in price), so that the retail druggist can sell them to his customers. These straws are now largely used in sanitariums, hospitals, and by physicians generally for administering medicines and nutriment. These straws can easily be bent by the attendant, if desired, without injuring their effectiveness. Please state, in ordering, whether the 500 package or the 100 package is desired.

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One dessertspoonful of this Elixir contains two grains of Terpin Hydrate, and one twenty-fourth of a grain of Heroin.

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is held in the highest esteem by the influential dentist and druggist. There is also a reason for this. The Prophylactic is the only toothbrush that can thoroughly and evenly clean between every crevice. Every druggist ought to co-operate with us in pushing its sales. We are now pushing the battle. Are you pre-pared to meet the increasing demand? Your jobber awaits your order.

> If you do not know all about Prophylactic Toothbrushes send to us for free sample brush and mention Spatula.

FLORENCE MFG. CO., Florence, Mass.

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# THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. VI

Boston, May, 1900

No. 8

## the Spatula

An illustrated magazine devoted to the business and professional interests of druggists.

THE SPATULA PUBLISHING CO.,
PROFESSOR W. L. SCOVILLE,
PRANK C. VOORHIPS.
T. SAMUELS,
Business Representative.

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The Spatula Publishing Co.,

Telephone, Boston 1127. 74 India Street, Boston.

Mathematics of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

### Some Hdvice.



It is well to remember that it is possible for your clerk to have ideas as well as yourself. Pump him occasionally and see if he cannot tell you some

thing about your business you ought to know.

It is a good deal better to give credit to a poor man who is honest than to a rich man who isn't.

It is a grand good habit to get into the way of discounting your bills. You will not only save a little money but you will sleep a great deal better o' nights.

The druggist who does not read some good pharmaceutical journal is a good deal like the man who prefers to walk ten or fifteen miles when he might just as well ride on an electric car.

The proper place for the money till, or the cash register, as it is now

called, is the store. Do not carry it with you into your home. When you leave your business at night, let it rest; do not disturb it by thinking and dreaming about it. The business will do better and you will live from ten to twenty years longer.

### Doesn't Pay.

Occasionally a druggist asks the question of himself, "Just how mean can I afford to be?" He doesn't have to ask it many times, however, as the sheriff usually arrives with a keeper before the inquiry becomes monotonous.

### Greeting!

The SPATULA offers its congratulations and greetings to all the new graduates from our colleges of pharmacy, and wishes them all pleasure and success in their calling. We should be pleased to make the personal acquaintance of every one of them. 'Twould be a mutual benefit.

### Be Cautious.

A mistake is sometimes made in being too generous and too humble before the rich. It should not be forgotten that as a class rich people are much meaner than poor people, and that you would not exchange your work and modest income for the luxury and securities of many a millionaire if you had to assume his disposition.

### Prof. Beal's Law.

Professor J. H. Beal is to be highly commended for the excellent "model

pharmacy" law he has drawn up as a committee appointed for that purpose by the American Pharmaceutical Association and which he is to report at the next meeting of the association. The proposed "law" is eminently fair to all parties interested and it is greatly to be hoped it may become the law of all the several States.

### Mhat Hre They?

We have just received a letter from the "Office of G. W. Howard & Sons, Dealers in Groceries, Hardware, Sheet Metal Workers, Pumps, Drugs, Paints, Oils, Carpets, Bicycles and Sundries, Burial Cases and Undertakers' Supplies, and Fancy Goods, Towanda, Ill." All the firm needs to make their outfit complete is a correspondence school for pharmacists and a publishing plant.

### Price Versus Quality.

Price doesn't always indicate quality, but it has considerable influence upon it. Yet, after all, the only merchant who secures the best quality of goods, is the one who knows a good quality by sight rather than by price. A willingness to pay for the best does not insure getting the best, nor does it aid in business. There are often real bargains lying languishing because few buyers know how to tell a good article when they see it. There is nothing lost in applying simple tests and a close scrutiny to the goods one is buving. Most times it makes little difference, but sometimes it detects a bargain.

### Spigot and Bunghole.

It is strange how liberal some business men will be as to some of their methods of advertising and how stingy and short-sighted in others. For instance, we have known a pharmacist to ask one of his customers six cents for telephoning to a stable for a carriage simply because he had "exhausted his calls." Yet this same druggist spends much money in general publicity. If the SPATULA had a store it would at once appropriate fifty or one hundred dollars a year to "Obliging People," and charge it to its advertising accounts; and we bet it would bring better returns than money spent for any other item on that page of the ledger.

### Nothing New Under the Sun.

The sixteenth century saw conditions in pharmacy closely analagous in their broad aspects to those now prevailing. Competition in Europe was keen, and in Belgium became so fierce that the Government had to interfere and restrict the number of stores in order to insure a reasonable quality and care in the preparation of medicines. In England and France the apothecaries attempted to eke out their slender incomes by counter-prescribing, which provoked the physicians to a declaration of war. No more would they prescribe, and the arrogant apothecary would soon find himself minus a calling! merry war and fierce, and in France the beaten apothecary was forced to urrender and take an oath of subser-



ARTHUR.

(From photograph contributed by D. A. Vanasdale, Allegheny, Pa., in response to our invitation, which is yet open, for photographs of druggists' children. See editorials in March and February numbers.)

vience to the physicians. But the English chemists appealed to Parliament and had laws passed in their favor.

### Dang On!

It's one of the inconsistencies of life that the opportunities which we desire seldom come to us at the time when they are most needed. They seem to hold off until we have passed through a dreary and discouraging period of waiting and seeking and then they come, one after another in rapid suc-They're welcome then of course, but if they had only come sooner.—some of them,—how much better 'twould have been! But they always come to the man who hangs on. It's the man who gets discouraged and lets go his grip who fails. There's a large class of men who "usually get what they really want," because they stick to it.

### Annual or Perennial?

Soda fountains are mostly clean now.—inside as well as out. The annual spring cleaning has taken place and they are in good condition. With too many it means neglect until next spring or fall, when another spasmodic cleaning will be made. Syruptanks will grow stained and germladen, saw-dust will accumulate over the coolers and keep the soda warm, and flies will advertise the neglect outside. Does it pay? It's a bother to clean up thoroughly on cool and rainy days, but some people are so fastidious that they prefer to buy their drinks where there are indications of daintiness in the drink and its surroundings.

### The Distinction.

The New York Legislature just before its recent adjournment enacted a new pharmacy law which will prove of great interest to the profession throughout the world, as it makes a legal distinction between a pharmacist and a druggist. The two terms, in this State, at least, can no longer with propriety be used indiscriminately. Hereafter, according to the law, there are to be "licensed pharmacists", "licensed druggists" and "registered apprentices." censed pharmacist" is to be permitted to practice pharmacy and to conduct a pharmacy anywhere within the State, but he shall not have personal charge of more than one pharmacy, drug-store or dispensary at the same time. A "licensed druggist" is to be permitted to dispense, compound or retail drugs in any place having a population of less than 500, and also under the supervision or during the temporary absence of a licensed pharmacist anywhere within the State except New York City. It will, therefore, be seen that the race of druggists in New York City is legally extinct.

### has Not Read the Spatula.

One of the wide-awake druggists of Omaha, although we believe he has never been a subscriber to the Spat-ULA, has written our assistant editor an encouraging and very sensible letter from which we publish the following paragraph, hoping that our readers will see the wisdom in what he says and, if they have been doing so, refrain in the future from croaking and running down their business and profession. "I hope in your new field," says the letter-writer, "you will not fall into the habit of forever complaining about the deplorable condition of the drug trade and the socalled unfortunate druggists, as all the other drug journals have. past ten years or more the main feature of our principal trade journals has been to growl and complain, depict a future ruin to all and never a word on the bright side, and by reading their communications it seems they select only such as are written by complaining druggists. I believe to-day there is as much or more money to be made in the business than there was twenty years ago, when I first began, to the live, energetic man who understands every detail of the business and who takes care of his business."

# The fable of the Patent Medicines.

BY FRANK C. VOORHIES.



SIGH of Pleasure rattled over the Drug Store shelves when the Clerk had closed up for the Night and it seemed a relief to the Inhabitants,

after a whole Day's silence, to be able to chatter to their Heart's content. Peels of laughter rang out from two Bananas on the Soda Water Counter and a Bottle of Boschee's German Syrup shook with merriment until one might have supposed It was about to be Taken. Anyway it was well Shaken.

"The Clerk has been Dispensing with us all Day," jokingly remarked Miss Pestle to the Mortar, on whom she had a Crush, "and now we can well Dispense with him."

"That's right," said a two-for-five Cigar that was wearing a Dreadfully Spotted brown wrapper. "It seems to me," she continued, "that Amber Flask over there looks awfully Yellow to-night. Is he ill?"

"Yes, I am," blurted out the Flask who had heard the Remark, "and there is not a man in town who would not be Yellow were he as full of Whiskey as I am. No wonder I am Amber. Oh, such a Dark Brown Taste."

"You are not the only one who has Troubles," sighed a Bottle of Hood's Sarsaparilla, "I feel all cut up, myself. I have been marked down to 64 cts. to-day. Were I not what I am I would surely have that Tired Feeling."

"So the Boss has been after you, has he? I was shaved, this morning, myself," said Hall's Hair Renewer. "A few more Shaves and I will have to drop my middle Name."

By this time all the Patent Medicines were getting interested and, as was always the Case, when cut prices were mentioned, they were on their dignity.

"I don't want to put on Ayer's," spoke up a Bottle of Cherry Pectoral, "but this cutting is going too far. My manufacturers have tried to help me but they cannot. If the Druggists keep on undercutting each Other they will soon have to offer a bonus to Customers who will take us from the Shelf. It seems to me that with every cent they cut off our price they also remove a slice from their own noses. I may be wrong."

A thoughtful Silence prevailed after these Remarks and all the Inhabitants pondered over the "cut price question." The Druggist's "own preps" were in favor of cuts as it boosted their sale, but the Patents were much Wrought up against the practice.

Suddenly the Cash Register jumped

up and said, "Gentlemen, I have been taking Notes all day on Patent Medicines, and would have taken more were it not for cut prices, and I hereby call a special meeting of the N. O. D. S. to decide how we may remedy this evil. Prepare to take Minutes of the Meeting, Mr. Clock, as the question is now before the Store. Who will be the first to Speak?"

A bright, silver-plated Bougie, with Head bent down, stood up, and in his usual Blunt manner, said, "Fellow-Sundries, I have been against some peculiar Things in my time, but the cutting habit is a thing I do not believe in. Of course it does not affect me at all, but I am not Stretching things when I say I sympathize with the victims from the bottom of my heart. I am an American (No. 24) and I like to see all treated Fairly. Now my plan is as follows: Let every Preparation that has a Sediment refuse to be stirred up when Shaken and thus lose its curative Power. Customer will then buy no More, and the Cutter will Suffer."

"But this will affect the Manufacturers as well as the Cutters," said a box of Iodoform Gauze that had been silently absorbing the Conversation.

"I know it," replied the Bougie, "but it will prevent cutting. I would then suggest that all other Preparations refuse to perform their duty to suffering Mankind and I assure you in a year there will be no more cutting—"

"And you might add that by that time there will be nothing to cut," interrupted One of the Druggist's "own preps."

"Well," said the Bougie, as it withdrew, "I was merely suggesting. that's all."

Again there was Silence and while all the Sundries agreed that the suggestions of a Bougie should be Sound, still no one dared to break the aforementioned Silence; in fact no one could think of a remedy worth breaking it With.

"As none of the members seems to suggest a valid way to stop this Evil," said the President, "we will lay it on the Table. I suggest, however, that we leave it to the Castor Oil, as a committee of one, to draw up some sort of a contract that the Preprietary Articles can sign. He is a smooth fellow and can go through the Subject quickly."

A few objections were made to this selection on the ground that Castor Oil could not make anything Binding to say nothing of a Contract, but finally it was decided to try him.



MISS RUHL.

(From photograph contributed by H. F. Ruhl, Manheim, Fa in response to our invitation, which is yet open, for photographs of druggists' children. See editorials in March and February numbers.)

# That Little Account: Another Phase of It.

BY A. H. CRAIG.



HE first object of keeping a set of books is, of course, to have a true record of all transactions; the second is to secure that record with as little labor as

possible. You don't want any useless books, useless forms or unnecessary red tape; the complicated methods of fifty years ago won't do to-day. They are as much out of date as a suit of clothes that's old.

All transactions must be entered if you want your books to show what your business is doing, but it is especially important that you have a complete record of amounts due you. Creditors will always remind you, debtors won't, sometimes. The first thing is to get the amount in a book. Don't trust to loose memoranda; any separate sheet of paper may be lost, and the smaller it is, the more chance of it. At the same time you may not feel like making a regular entry of every ten, fifteen or twenty-five cent charge that you have, running it through your salesbook and ledger, nor like having a separate set of books for petty entries. But you should have the record, and to suggest an easy and practical way of obtaining it is the purpose of this article.

Get an indexed book. The volume of your small charges may require the sub-division of the letters of the alphabet, or again, you may be able to combine two, three or four letters. You can easily get a book to suit you. Be sure that you have the book so arranged that the names in each section of the alphabet have plenty of room. I suppose that John Smith buys a quarter's worth of cigars on credit: You turn to S, or to Sm or to R S T, depending on the way you have indexed your book, which I will call a "Scratcher," and enter the sale. John Smith, perhaps, has several charges during the month amounting, for instance, to \$3.65. If he comes in before the end of the month and wants to pay, you don't have to hunt through every charge for his account. There may be three or four other names in the same section as his, but not enough to make his amounts hard to find. Two or three minutes are sufficient to ascertain that he owes you \$3.65, and when he pays you, you just mark in red ink, the amounts "Paid \$3.65," with a date in numbers "5-16-1900," and treat the amount as a cash-sale. You have saved the trouble and time necessary to make ledger postings of the sales and a cash-book and ledger entry of the payment, and still you have a complete record of all trans-The idea in marking the amount is that you will know how much he paid you.

At the first of the month you can make out bills for the amounts as shown in the scratcher. Then, if you want, you can transfer them to your regular books by making a sales-book entry "John Smith, May account as per scratcher, \$3.65,," which still saves you several entries. This transference can be shown by a sheet marked in black ink. You can check the amounts thus transferred by comparing the total of entries made in your sales-book with the total of amounts



GOING TO MARKET.

you have checked. The use of red ink to indicate payment, and black for transference will prevent errors. It will not be necessary to transfer every amount from the scratcher to the salesbook, many of your bills will be paid on presentation. Such you can leave remain as scratcher entries and treat as cash-sales when paid. Experience will teach, if it hasn't taught, which they are.

Any reduction of the number of your entries, beside the lessening of the possibility of error makes your books less involved, and it is easier for you to see at a glance just what each account is. And the labor-saving is not the least virtue of the scheme. If you are keeping books all day long, you need all the short cuts you can get; if it is only a part of your duties, any time you can save from this mere drudgery can very properly be more advantageously used in more important matters.

#### ALMOST STUCK.

I received a note the other morning written in fairly good English which almost downed me, although accustomed to dealing with a great deal of foreign trade. It read, "Please give 5 cts. Blue Gander." After figuring about an hour found that they wanted Burgundy Pitch.

C. H. R.

Reynoldsville, Pa., May 2, 1900.

#### A VALEDICTORY.

In retiring from the drug business I wish to say that I have read the SPATULA with a great deal of pleasure and profit and wish it continued prosperity. DAN T. WOOLRIDGE.

Boonville. Mo., April 30, 1900.

# Sponge Industry of the Bahamas.

BY BURTON MOORE.



HE Creoles, of the Bahama Islands, or "Conches" as they are called, depends largely upon their exporting of

sponges to keep them alive, and, although Bahama sponges are not to be compared, as to quality, with those obtained from the Mediterranean, still they find such a ready market in London, Rotterdam and San Francisco that the sponge industry now holds the lead in the export trade of that particular group of the West Indies. The reason these sponges are so promptly bought is that modern invention has created uses for a coarser grade than those coming from the Mediterranean. The refuse and clippings, for instance, being of service in steam valves, and the manufacture of felt which is laid under carpets.

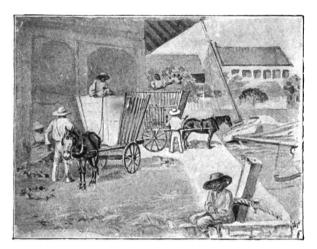
The town of Nassau, capital of the Bahamas, is the headquarters of the greater part of the sponge industry, and from here schooners set out for the great Bahama Bank where the "harvesting" is done. Owing to the shallowness of the water there is not the smallest swell or indulation of the surface and the sea, as far as the eye can reach, is a sparkling light green owing to the snow white sand at the bottom, which looks as if a level des-

ert had been suddenly submerged under a few feet of crystal water. Each schooner that visits the banks carries with her several punts or dingeys and when she reaches a desirable anchoring-place these boats are cast off with crews of two Creoles to collect the sponges.

One of the crew is armed with a water telescope and the other carries a thirty foot gaff with a hook on one end, and after the sponges are located by the former, the latter tears them from the rocks with the hook; this process is continued until the dingey is filled with the dripping sponges and then the crew returns to the schooner to deposit the load. After the small boats have loaded the schooner, a task



SPONGE PRESSING.



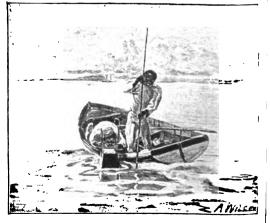
SPONGE CARTS WAITING FOR THEIR LOADS.

generally occupying some four or five weeks, that craft crowds on all her canvas and hastens homeward to Nassau. Arriving there the sponges are taken out and placed along the shore of the land-locked waters of the harbor. They are piled up in "crawls" -that is to say, pens or enclosures of stakes and hurdles—which are placed between high and low water, and so, fully exposed to the rushing, cleansing movement of the tides, the ebb and flow finally washes away all animal matter adherent to the sponges. When this process has had its full effect on the harvest of the sea, it is carried to the sponge exchange, where the sorting is done and the sponges are sold. From here, and in peculiarshaped sponge carts, the sponges are conveyed to the sponge yard where they are trimmed and clipped into shape by Creole women. These trimmers make picturesque groups with their ebon faces and white dresses in

the glowing brightness of the sunlight, the swinging of the palm branches in the air, and of the bodies of the people carrying baskets, adding to the suggestion of pleasant bustle and animation.

A pompous mulatto called "de boss," with much dignity keeps a close watch over these trimmers lest their spirits, ever light, may soar too high with the result of "all play and no work," a state of alfairs always liable to occur

where the Conches are employed. Following the work of trimming in the sponge yard, the harvest of the sea is taken to the "sponge presses" and pressed into shape for packing. The presses are very primitive affairs being nothing more nor less than the old-fashioned screw presses. After leaving the presses the sponges are packed and shipped to the various markets.



HARVESTERS OF THE SEA-FI OOR.



LICK OBSERVATORY.

(From photograph contributed to Spatula Photo Club by J. S. Drury, Bakersfield, Cal.)

# The Pharmacopoeial Convention of 1900.

BY WILBUR L. SCOVILLE, PH. G.

Professor in the Massachusetts College of Pharmacy.



HE inability of the elevators in the Raleigh hotel to convey immediately a hundred and fifty men to the tenth floor, and the attractions of a beautiful May day in the delightful city of Washing-

ton, combined together to delay for 15 minutes the convention for the eighth decennial convention for the revision of the United States Pharmacopæia. Surely the delegates were not to blame for yielding to the attractions out of doors until the last minute, and no fault was found with the over-loaded elevators in their ten-story climb to a tastily trimmed and airy assembly hall. Then there were credentials to file and registrations to make and so it was a quarter past twelve when the president, a rather short, iron-gray, stockily-built gentleman with a keen eye and a peculiar emphatic twist to his mouth, struck the

table with his gavel and brought order out of turmoil.

Hon. John B. Wight, a commissioner of the city, made a brief and apropos address of welcome and the convention had convened.

The status of some of the delegates was questioned on technical grounds and it took nearly three-quarters of an hour to get the convention in a generous mood and allow them a part in the proceedings. Technicalities were smothered at last and there were eight particularly contented men present.

Then came the president's address, a carefully prepared paper which began in poetry and gradually developed into vigorous prose, abounding in clear-cut expressions and sledge-hammer arguments. There were no forty-winks or side talks during that address and it established the manner of the convention at once. It was plain that the president was no figurehead and that he intended to be heard.

The committee which was appointed to consider the recommendations contained in the address and to formulate them for action, reported favorably on all suggestions except one at a subsequent session.

At the close of the address an announcement or two was made and then adjournment for luncheon.

"Half an hour wasted on gas!" was the remark of a prominent member—when, after reassembling, the question of the eight doubtful delegates was reopened and again settled as before. Then came the appointment of the nominating committee, a tedious bit of routine work but one of importance. An effortto omit the routine and shorten the proceedings promised for a minute of adoption, but Prof. C. S. N. Hallberg slowly drawled out that he had "never heard of its being done that way" and he didn't want to see it done "that way," and the convention promptly agreed with him.

The nominating committee which met in the evening comprised nearly half the delegates and so might be considered as almost a meeting of the convention, with a new chairman. Since a nomination was equivalent to election it took time to select the officers, trustees and revision committee of the new Pharmacopæia, and the meeting was continued until 1 o'clock a. m., but without necessitating a second session as was feared. The presiding president was renominated and the other 38 officers are all well known in pharmaceutical and medical circles.

In this committee meeting it was made evident how little attention the medical men had paid to the convention. Less than half a dozen practising physicians were elected to office, out of 39 officers chosen. The pharmacists were much in evidence, and yet the claims of medicine as they were made were accorded.

It was a somewhat sleepy assembly which met on Thursday morning, elected the officers which had been nominated the night before without comment or debate, and listened to the report of the retiring committee on revision. Then the committee on the president's address reported in favor of reorganizing the convention, the forming of an incorporated body and the adoption of a constitution and by-laws. A committee was immediately reported to draw up the latter and they reported in part at the afternoon session. From now on ideas and suggestions were in order. It was surprising to see important propositions adopted with scarcely a thought. Thus the new constitution, which by its own provisions requires ten years' deliberation to change, was not debated at all. The dose question went through with a rush, and the only debate on it was whether the doses should be in the metric system only, or in both metric and apothecaries' weights or measures.

Increased standardization of drugs was adopted without comment, and the extension of the scope of the Pharmacopæia received little attention. Some questions upon which a hot debate had been anticipated were either settled perfunctorily or ignored altogether.

Yet it was not an unthinking body nor an indifferent one, but there seemed to be a unanimity of opinion which was surprising. The methods of the presiding officer did much to expedite business. "Pardon me, sir," he would say to a rambling or indefinite speaker, "but the chair will have to rule that, there being no motion before the house, the gentle-

man is out of order. If you desire to make a motion, please present it in writing, and it will be considered."

The chair ruled vigorously and decidedly and this fact had much to do with expediting business, as well as the choking off of some good ideas for the sole reason that they were not concisely and definitely formulated. Yet only once was an appeal made from the decision of the chair, when the appeal was carried. None were spared, for the chairman squelched his own son twice in one session.

There was a dramatic scene on Friday, at the last meeting, when the free use of the text of the Pharmacopœia by authors was questioned. It led to a sharp and brainy debate, in which the president left the chair and thrilled the assembly with an eloquent and powerful plea for the freedom of the Pharmacopæia. There was courage and power in every speech and only the giants participated in the debate. It behooved the lesser lights to be quiet and listen and vote, which they did, to refer the matter to the joint action of the trustees and the revision committee.

What the next Pharmacopæia will be remains largely for this revision committee to decide. Certain general recommendations and directions were made, but there is much elasticity in them, and the interpretation of the laws will come later and it is hoped, promptly.

The convention adjourned sine die at precisely 12 o'clock on Friday and turned its attention to the enjoyment of the hospitality offered by the pharmacists of the capital. A trip to Mount Vernon was enjoyed in the afternoon, finishing with a planked shad dinner on the banks of the Potomac and the subsequent inspection of the magnificent Congressional Library in the evening. W. L. S.

BORN, NOT MADE.

"What is a pharmacist?" asked Pat.

The answer was "A mixer."

"If that's the case," Pat then replied,

"I'll tell ye mighty quick, sir,

I am a pharmacist by birth,

For, shure, ain't I a mick, sir?"

#### FROM A PRIZE WINNER.

I have pleasure to acknowledge the receipt of check as payment for prize in photo contest. Allow me to thank you for same. I also wish to thank you for the suggestion for the hair tonic. I tried the extemporaneous preparation of the quinine alkaloid, but the crystals still formed. I then procured an ounce of the alkaloid and iron. It yields a splendid preparation. This is my present working formula:

Dissolve quinine alkaloid I oz., in warm alcohol I pt.; then add oil of bay I dr., oil of rose 3 drops, tinct. canthorides 4 oz., tinct. capsicum 2 oz., perfume (ess. Florida Water 2 drs.), glycerine I pt., alcohol 4½ pts. Dissolve resorcin I oz., in water 26 oz., and mix with above.

Again thanking you and wishing your artistic journal success, I am truly yours,

Manheim, Pa.

H. F. RUHL.

#### RAINY DAYS.

How doth the busy soda clerk
Improve each raining hour?
Why by brushing up his fountain,
So get out your rags and scour.

#### GOOD ALWAYS.

Enclosed please find P. O. Order, value \$1.25, for my subscription to your very bright paper. It is good, very good always.

G. R. MINNIHEN.

Windcremere, Eng., April 5, 1900.

#### FOR THE WHOLE FAMILY.

The Spatula arrives regularly and is as much sought after by my children as myself.

M. A. Eby.

Yorkton, Assa, Can., April 1, 1900.

#### PLEASE STOP.

Please stop SPATULA. Had money enough ot get out of apothecary business, so got. Walked the boards at 945 Washington street for 39 yrs. I month and helped wear out two hard pine floors.

E. H. PERRY. Boston, Mar 3, 1900.



### Practical Pointers for Pharmacy Mindows, III'

BY CHARLES A. MILLER.



T is the intention of this department particularly to illustrate some feature that can be used in the displaying and advertising of various wares that it is desired to call attention to. For instance,

our present illustration which the writer has used with such seasonable goods as are in demand during the "spring cleaning" season, can be as well, perhaps better, employed in connection with any desired display. A little change in signs, an apt phrase or two which readily suggest themselves, and the trick is done. For that reason our illustration shows only the feature of the window. The difficulties of reproducing window displays, that are actual displays just as the passer-by sees it, by photography are many and serious, the process necessarily losing much in minor though important details that are taking features with the real display. This lack, however, I try to fully cover in the description, and endeavor by being explicit to make it perfectly plain.

Working from practical experience inclines me to emphasize the fact that any of these features, wholly or in part, if used in some way will more than pay for time and fussing and attract attention to your window. It is not difficult to produce much better ones, a little time now and then will work them into shape ready for your exhibit, and when ready the goods you are to use, etc., will suggest and fill in the detail to make the affair complete. My experience has been such that I am considerably well familiar with the general requirement, desire and facilities of the average drug man in this direction, so that I try to eliminate elaborate detail, expense and requirement, special skill, etc., to such a degree as to make them available for anyone the least bit interested.

\*Copyright, 1900, by Spatula Pub. Co.

A little thought and experimenting will produce an effect that will result in a winner as A. Barnest Lewis, Ph. G., Haverhill, Mass., writes me concerning the manner which he utilized the "Chamois Lady" of March Spatula, to do duty in selling Tooth Brushes,



WINDOW TRIM No. 3. - MOTH BALLS.



Powder, etc. He stretched lines of strong black thread across the window, at intervals of two feet. He fastened other threads hanging down so as to swing close to glass about a foot below the supporting line. These were connected with each other by a thread and also to a line leading to back room. A slight tug at the concealed line caused the brushes to dance about and rattle against the window. Out of large cardboard he cut a body for the Chamois Lady, shaped similar to hot water bottles only much longer in direction of the bottom; this was bent across the middle and a strip of strong paper pasted over the bend so as to form a hinge, the lower part was weighted so that the upper part stood erect, to which a head was fastened, the head made by folding a large sponge up in white paper same as one would do up a bundle, one end (the top) pasted down, the other flattened out and pasted to the body part at back of shoulders, the face being traced in ink. The form was dressed in chamois skins, bonnet, cloak and dress as described. This was perched in centre of window, a thread attached to back of lady connected with the concealed line. When line was pulled it pulled her backward and two elastic bands brought her forward when released; this caused her head and body to bow back and forth and the brushes to dance and rattle on the window.

He says, "The effect was too funny to describe, but it was a winner. The people laughed and crowded about the window. It's the best method I have ever seen to sell tooth brushes and get yourself talked about, which is quite as important from a business standpoint." The window also contained a display of tooth powder of "own make" and other similar goods.

#### The Owl and Moon

Are readily constructed. Moon made of heavy cardboard, two or more thicknesses glued together, then it retains shape and position when hung up. The owl attached by sewing with strong thread through body near the tail, a few light strokes of black paint form the claws of owl, that seem to encircle tip of moon. It is suspended by two strong black

threads, a short distance from the glass, one thread running from top of moon to any suitable fastening overhead, the other from head of owl. The moon is 28 in. high, the owl 15 in. A wire runs from owl's head down the back to moon and acts as support for owl, though not absolutely necessary.

The owl is simply a bag of light-colored crepe paper stuffed with cotton and readily formed to proper shape. Sew or paste across bag about three inches from bottom, leaving paper loose to form tail, stuff bag into shape and gather in at top from back, front and sides so as to form breast, leaving about four inches loose paper at top. This top part is easily pulled and freshened to shape the ears and top of head. Mix equal parts black and white paint (dry color in glue size, or shellac, or paint ground in japan and thinned with turpentine) and with light "dabs" of brush go all over the "bird." Don't try to cover every part, but give it mottled appearance. This stiffens paper. When dry go over with dabs of white using flat of brush, here and there, this gives white feathers; then use black same way, darker near claws and light at breast.

Cut 2 circles two inches diameter, a bit of paste at centre, hold them in position as shown, to form portion of face, paint circles as for body leaving white circles at edges around eyes. White of eye is round corn shield, black part a button such as are used on wagon cushions, the metal eye passing through centre of shield and then through back of head and retained with small stick or thread. A triangular piece of black paper two inches long, shaped like an upper of a shoe, is creased through longest centre, the base pasted between the eyes form its back. A few clips with scissors will readily correct any imperfection in feature and a bit of paint will put on finishing touches. Small owls in tree overlooking the ball game are diminutive duplicates.

#### The Ball Game

Has surely been a window magnet. On a raised field of green crepe a diamond was laid out with bird sand, four moth balls forming bases. Players, umpire and spectators are chenille monkeys that I have used in many previous attractions and they always draw. They, or similar ones, can be obtained at larger toy stores, costing 50 cts. to 75 cts. a dozen. Their bodies and limbs are of very pliable wire so that they can be made to assume most natural postures.

In the game being played everybody is doing something, and the pose of each individual speaks louder than words and gives life to the game that induces interesting study. At left of the field near the catcher is seen the players' bench, a small wood mailing-box with slide cover, on top of which stand two excited monks cheering the brilliant slide of Kelley, while at end of hox a large monkey stands in attitude as though about to draw the slide open, by means of concealed string and elastic bands he is made to do so. When the box opens, up pops a little sign from the box reading "Rubber," the box closing immediately on releasing the string. This causes much sport to younger enthusiasts, which are those that we most frequently work the joke on. The fence at rear of ball grounds rounds out the feature also being utilized for advertising purposes. The sign under the owl is suspended from overhead by strong black

Don't forget price cards on your goods.

### HELP EACH OTHER.

Enclosed please find \$1.00, same to be applied as payment for subscription to the SPAT-ULA during another year. During the past twelve months this little (big) journal, has been the source of other benefit to me than that previously desired, and in this way: In the winter I decided to get up some special advertising, and as a help in the matter, consulted the columns of the SPATULA and there found allusion made to a circular, gotten up by one of our fellow druggists, to which favorable comment was given. I immediately wrote to the gentlemen, whose name was given, and asked for a sample of the pamphlet referred to. Upon receipt of same, I was so much pleased with it, and encouraged by the

SPATULA'S comment, had a lot printed very much on the same style. By judicious distribution found them productive of much good, as it was the first time anything of the kind had been undertaken in our town. Patent medicine circulars bearing the druggist's name, prior to this, had been the only means of advertising by that method. Our departure being so different one can easily understand that it commanded more dignity and bore evidence of having emanated from a source rather more professional than what had been the usual custom, and think our establishment made at least one stride in advance, which, if carried on further, will place any drug store above the mere patent medicine dealer.

A copy of this circular was submitted to the SPATULA also, and likewise received favorable mention, which in turn has brought to me from different parts of the United States many letters of inquiry and requests for a copy. One coming even so far as Canada.

The idea in all this is that each reader of the drug journals may have the advantage of just such opportunities, and by an exchange of news and working plans, may assist each other to a large extent. One reason a great many readers do not derive as much benefit from the opportunities afforded them, is because they do not take advantage of their privileges; many times claiming that the money expended for literature is but wasted. when the whole fault rests with themselves alone.

Wishing the SPATULA much success in its every department, and assuring it of my support as a continued subscriber, even though not numbered by one of its contemporaries, in its recent report of leading drug periodicals, I am Yours very truly,

Centreville, Md. J. THOS. HOLLAND.

### ANOTHER STOPS.

Kindly discontinue my subscription to the SPATULA as I am out of the drug business now. Could not get along without it if I was still dealing in pills. CHAS. W. ASKEW.

Ashtabula, O., May 7, 1900.



[It is the wish of the editor of this department to make it of as great practical value to the readers of THE SPATULA as possible. With this end in view he earnestly requests the cooperation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

#### Ink.

B. & T., Bel Ais, Ind., asks for a "formula for a good ink, something like the official ink of Massachusetts, also for a writing fluid."

The specifications for an official Standard Record Ink in Massachusetts are as follows: "It must be a gallate and gallotanate of iron ink, not inferior in any essential quality to one properly prepared after the following formula".... Tannic acid, pure dry, 23.4 parts; gallic acid, 7.7 parts; ferrous sulphate, 30.0 parts; acacia, 10.0 parts; diluted hydrochloric acid, 25.0 parts; carbolic acid, 1.0 parts; water sufficient to make up the mixture at the temperature of 60° F. to the volume of 1000 parts by weight of water.

The tests which are applied are as follows: The inks submitted will be subjected to the following tests as compared with the standard ink described above:

- 1. A fluid ounce allowed to stand at rest in a white glass vessel freely exposed, in diffused daylight, for two weeks to the light and air at a temperature of 50° to 60° F., protected against the entrance of dust, must remain as free from deposit upon the surface of the ink or on the bottom or sides of the vessel.
  - 2. It must contain no less iron.
- 3. It must give as quickly, and after a week's exposure to diffused daylight, as intense a black color when used upon the standard record paper; and the marks must equally resist changes from light, air, water or alcohol.

4. It must be as fluid, flow as well, strike no more through the paper, nor remain more sticky immediately after drying.

It will be noted that the above formula is not intended as an ideal formula, but only as typifying what the qualities of a standard record ink must be. It has been found that the most resistent inks are made from gallic and tannic acids and ferrous iron in proper proportions. The acid and acacia make the mixture more permanent, but are in no way essential. Mineral acids, while tending to prevent the oxidation and precipitation of the iron, corrode pens and hinder the blackening.

Acacia gums the pens and causes the ink to flow less freely, so preventing its free use in fountain pens. But it has the advantage of imparting a gloss to the writing and prevents smooching. A little mineral acid is desirable in an ink.

Another requisite which does not appear in the formula is something to give initial color. The formula above prepares an ink which writes very pale at first but turns jet black on standing. But a pale writing ink is not popular, and something must be added to give an immediate coloration. Indigo, carmine or indigotin is the best for this purpose. Some two years ago Mr. J. A. S. Woodrow, Ph. G., tried about thirty different formulas and modifications of record inks, and found the

#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to fi we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

following formula to give the best results:

Tannic acid, 80 grs.; gallic acid, 14 grs.; salicylic acid, 1 gr.; purified sulphate of iron, 102 grs.; indigotin, 90 grs.; water, 1 pt. Dissolve the acids in 8 ozs. of water, the iron and indigotin each in 4 ozs. of water and mix the solutions.

Writing fluids are mostly dyes dissolved in water. They are very smooth flowing and are easily prepared, but of course are not permanent. Any dye or combination of dyes which gives a satisfactory color can be used. The black dyes usually write a brownish tint which is not handsome, but the addition of a little indigo blue will correct this. You can get good results by a little experimenting or a good mixture specially prepared for this purpose can be obtained of Alden Speare's Sons, Boston.

#### Green Color.

S. Bros., Shreveport, La., write: "Please inform us of a cheap but harmless green coloring-agent for coloring a hair tonic, similar to that used in violet perfume and toilet waters."

For external use, dyes are the cheapest and most satisfactory. A combination of blue and yellow is commonly employed, by which any desired shade of green can be obtained. Only a minute quantity is needed to obtain any desired tint, and the best plan for working is to find the proportions of dyes to be employed in getting the desired shade and then make a strong solution which when diluted gives the tint. The only difficulty in the way is that some of the blues are very prone to stain persistently, which would be a decided objection in a hair tonic. You can obtain dyes readily prepared with a view of obviating this difficulty from Fritzsche Bros. of New York.

#### Lice-Killer.

A Nebraska correspondent, noting the query of a few months ago on this subject, writes as follows: "The best lice-killer for animals is ten cents' worth of cheap smoking tobacco in three or four gallons of boiling water. Boil for twenty minutes, cool and wash the animal with it. It will kill every live louse, and the dried fluid will kill every egg as fast as it hatches. I never have to use it but once."

#### Petroleum Emulsion.

J. D. T., Toronto, asks for a formula for Petroleum Emulsion.

Petrolatum, 1 oz.; liquid petrolatum, 7 ozs.; powd. acacia, 2 ozs.; water, 3 ozs.; syrup of hypophosphites compound sufficient to make a pint.

Mix the petrolatum and liquid petrolatum with the powdered acacia in a dry mortar having the capacity of about a quart, and add 3 fl. ozs. of water carefully measured. Triturate rapidly but lightly until a smooth, creamy emulsion results, and gradually add the compound syrup of hypophosphites, constantly triturating.

Probably the beneficial results which come from the use of petroleum emulsion, are due to the hypophosphites present rather than to the petroleum. If a larger proportion or variety of these are desired, the salts may be dissolved in water to saturation and added to the emulsion. But the emulsion first made must be prepared with oil, powdered acacia and water, not aqueous solution of salts. If a solution of hypophosphites be employed in place of the syrup, a little saccharin and vanilla extract will help the taste. About three to five grains of saccharin per pint is enough. Glycerin is also used as a sweetening agent in these emulsions—2 to 4 ozs. per pint.

#### Sarsaparilla.

We have been asked to publish a formula



BEFORE APPLYING.

for a "Sarsaparilla" for use as a spring tonic, blood purifier, etc.

We do not know any better formula than the following: Sarsaparilla, burdock, stillingia, each 4 ozs.; cascara, 8 ozs.; guaiac, 4 ozs.; mandrake, 2 ozs.; licorice, 2 ozs.; gentian, 2 ozs. Mix the ground drugs and add to them half a gallon of lime water. Digest six to twenty-four hours and add three pints of alcohol. Macerate twelve hours more and express. Pack the marc in a percolator and percolate with water until 14 pts. of fiuid (together with the expressed fluid) are obtained. In this dissolve I I-2 troy ozs. of potassium iodide and three of granulated sugar, and add I fl. oz. of Fowler's Solution and euough water to make 2 gals. Dose, I tablespoonful for adults.

### Ginger Ale Extracts.

Ground ginger, 12 ozs.; fresh lemon peel, 2 ozs.; capsicum, 1 oz. Moisten, macerate 24 hours and percolate with a mixture of 24 ozs. alcohol and 12 ozs. water to obtain a quart of percolate.

The best ginger to use in the above is 4 parts of Jamaica Ginger mixed with I part of African

Ground ginger, 4 ozs.; ground mace, 1-2 oz.; asarum, 1 dr. Moisten, pack and percolate with a mixture of 12 ozs. alcohol with 4 ozs. water, to obtain a pint of percolate. To the percolate add a fl. dr. of oil of lemon and an oz. of talcum. Shake occasionally during twenty-four hours, then filter.

#### Face Creams.

A correspondent asks us what the face creams are composed of which hold a steady sale in the market. We can give the information in a couple of typical formulas:

Bismuth oxide, I oz.; zinc oxide, I-2 oz.; bay rum, I-2 oz,; rose water, 7 ozs. Rub the powders with the glycerin until very smooth, add the bay rum, then the water.

Precipitated chalk, 260 gms.; borax, 20 gms.; glycerin, 125 gms.; carmine, 1 gr.; rose pink, 2.5 gms.; tinct. benzoin, 1-2 oz.; tinct. storax, 15 mins.; oil of orris, 3 grs.; water sufficient to make 1000 gms. Triturate

the chalk with the glycerin and add about half the water. Dissolve the borax, carmine and rose pink in the remainder of the water and mix with the other liquid. Then add in a very thin stream, constantly stirring, the tinctures of benzoin and storax to which the orris oil (or other perfume) had first been added.

#### A NEW RULING.

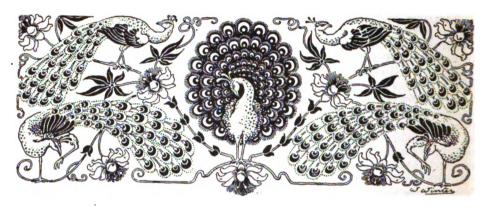
By a recent ruling of the Treasury Department, all the Antikamnia Preparations and similar preparations, are required to be stamped with 33-4 cts. in Internal Revenue stamps. This is a matter of particular interest to every druggist. All preparations of this class in the hands of the trade must be stamped by the present owners with an additional I I-4 ct. in revenue stamps for each ounce package, in order to comply with the ruling of the Internal Revenue Department, which goes into effect May 10, 1900.

#### 11-2 MILLIONTH.

A British inventor has been studying the motions of a telephone receiver diaphragm, These have long been known to be very slight. so small indeed, that many students of the subject have been led to think that the diaphragm does not move at all as a whole. The recent experiments show that the movement for barely audible sound is one and one-half millionth of an inch; for "comfortable" sounds the movement is about two millionths, while a movement of forty millionths results in uncomfortably loud sounds. When the diaphragm surges back and forth as much as one five-thousandth inch the telephone makes a deafening noise.

### GRAIN AND MOLASSES.

During the last year 25,202,901 bushels of grain and 2,198,513 gallons of molasses were used for the manufacture of liquor in this country, which produced 107,618,120 gallons of spirits and 1,657,808 gallons of rum, making a total of 109,275,928. This is about one gallon and a half to every man, woman and child in the country.



### Color and X-Ray Photography.

BY KARL T. BROWN, M. D.



NE of the first dreams of Photographers was to fix the natural colors of the Camera image. Until quite recently all attempts in this direction were unsuccessful, but within the last three or

four years encouraging results have been accomplished, based upon the interference of light, and it is said to have been successfully applied to landscapes and portraits by a French scientist by the name of Lurniere, but at present the exposure is very long, and no copies can be made, while the picture is only visible viewed at a certain angle. So the discovery is at most only of scientific interest at the present time.

A process which gives us colored images by an indirect method has been brought out by Ives. In it nature is imitated by what he terms a super position of mono-chromatic images. Starting with the theory that all color is the result of three primary sensations, responding to red, green and blue-violet rays respectively, which being excited singly or together, produced all possible tints. Three negatives are made of the colored objects, one through a screen, which allows only red to reach the plate, a second, green, and a third,

the blue-violet light rays. Transparencies are made from each of these three negatives, and a picture projected by a lantern through red, green and blue-violet respectively. When the images are superposed on a screen, the natural color of the object is produced.

Among the new discoveries closely related to and brought about by photography, we have the kinetscope or vitascope and the cinematoscope, both of which though wonderful in their effects, have become so common as to be looked upon in a matter-of-fact way.

I was amused, some time ago, by seeing the word Photo-Spookography. The term at first sight was somewhat confusing, but when we find that it is a claimed process by which pictures of ghosts or spooks are produced, the term at ouce becomes quite suggestive.

The "X-Ray,' and its effects, or as it is sometimes called the New Photography, although in the strict sense, does not belong to the subject of this paper, is so closely related to it that I have taken the liberty to consider it. Except that the invisible rays disturb the equilibrium of silver bromide, they have no more connection with photography than any ordinary shadow cast by any ordinary means of illumination.

The "Lay Press," or more correctly and plainly speaking, the ordinary newspaper,

has done to the "X-Rays" just what it does to almost all scientific subjects it touches, envelop them in an air of mystery, excited about them a very unnecessary degree of curiosity, and aroused expectations impossible of realization.

It has been for some time known that there are rave invisible to the eve that can be made both visible and to produce chemical changes on a sensitized plate. It has long been known that beyond the visible spectrum at the red end there are rays or vibrations too slow, and beyond the blue, too rapid, to produce the sensation on our retina which we know as light, but the latter may be made visible by the interposition of certain substances as quinine, and that without being so transformed, they act on a photographic plate in the same way as visible light.

Solidity in the true sense of the term we are taught in physics, does not exist, but that all matter is made up of molecules far enough from actual contact with each other to admit of constant motion, and that from a gas to a liquid, a liquid to a solid, and as I presume we may now correctly say, from a gas to "radiant matter," or as termed by some scientists, the fourth state of matter, is only a question of degree. Keeping this in mind, it is not difficult to imagine that there may be substances that from the shape of their molecules, their distance apart, and their mode of motion that readily admit of rays of certain rates of vibration passing freely through them. Such substances we call transparent, and think no more about it because we are accustomed to seeing it. The point I wish to make by presenting this array of physical facts is that in my opinion, it requires no great stretching of our imagination to suppose that as rays of certain rates of vibration pass through substances of a certain nature, rays vibrating at certain other rates may pass through substances heretofore considered opaque, and although I have no authority for so stating, and am fully aware that I am on dangerous ground, it seems to me quite possible if not probable that the "X-Rays" are very closely related to the invisible rays beyond the blue end of the spectrum, and in support of this view, I wish to offer the opinion of a noted doctor of Naples, who has suggested that the power of seeing through opaque media, which is claimed by some hysteric somnambulistic trance subjects, may have some objective basis in the light of recent "X-Ray" investigations, by supposing in the more or less extra-normal, or hyperasthetic condition of the nervous system found in this class of patients, the retina may be sensitive to rays, which under ordinary circumstances, fail to produce any impression.

### Spatula Photo Club.

I For the benefit of those who are not already members of the club, we repeat membership in it as free as salvation. All that is necessary for the applicant to do is to send to the Spatula twelve unmounted photographs of any one subject accompanied by a two-cent stamp. These the Spatula will distribute among twelve other members of the Club, and he will receive in return a collection of eleven other photographs contributed by as many other members of the club. There are no restrictions as to size, quality or subject. The title of the picture and the name and address of the sender must be written or stamped on the back of each photograph.

Among the recent contributions to the club were the following:

"The New Prescriptionist," H. F. Ruhl, Manheim, Pa.

"After the Freshet," L. A. Thompson, Blue Hill, Maine.

"By the Rapids," H. DeF. Smith, Boston, Mass.

"Gathering Shells from the Shore," Mrs. C. H. Starrett, Toronto, Kan.

"Bridge-Boston Public Gardens," Florence M. Kinney, Newton Highlands, Mass.
"Rag," T. W. Richardson, E. Helena,

"Cascade, Boulder River, Montana," E. P. Ferte, Butte, Mont.

'Lick Observatory," J. S. Drury, Bakersfield, Cal. "An Old Missouri Lime," L. A. Marshall,

Lexington, Mo.

"The High Bridge, Lincoln Park, Chicago," Mrs. A. J. Foster, Cambridge, Md.

Photographic Periodicals.

Wilson's Photographic Magasins (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year (with Spatula, \$2.50); 25 cents a number. New York.

Photo-Bra (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

vures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York. The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10

The Photo-Beacon, \$1.00 per year (with Spatial, \$1.75); to cents a copy. Chicago.

The Photo-Miniature (monthly), \$2.50 per year (with Spat-ULA, \$3.00); 23 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents a copy. New York.



### The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

### EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White The Spatula, Boston.]

### how to Run a Small fountain Right.



HAVE been requested to give my readers my idea of the best method of running a small twelve syrup fountain in a small city where a larger fountain is out of the question. The first thing is to select your fountain. Have it neat and durable and set it upright. In these days of automatic carbona-

tors one can do a good business on a fountain of this size, and there are many men who are encumbered with much larger ones who would be better off if they were only owners of a nice small one.

Have as much counter (space as you can

spare room for and you think you are likely to need. Have good sinks and drains in glasses so as to be able to handle a small red now and then on a hot day, for you will be you have them now and then if you do what you ought by the people.

It is a mistake to think that because you have a small fountain you do not need to have things convenient, for you really need to have them more so than if you had a larger fourtain.

But it is not the intention of this article? lay down any rules for planning the arrangement of a fountain, but rather to say a ker words in regard to what are the best thing: 2 serve.

### The List of Syrups.

The first thing to decide is the list of symps that you wish to carry. A man with a twelft syrup fountain can't carry twenty kinds of syrups to advantage. Make it your object to have what syrups you do have good and have them fresh. An odd syrup of which you glibut little is not worth keeping as it gets stak and you lose rather than gain by it. In fact, some of our largest and finest fountains only carry some twelve or fifteen of the most popular flavors.

Every locality has a somewhat different line and in every city some odd flavor is among the popular ones, but on the average the following will be found very tood: Or ange, lemon, chocolate or cocoa, vanilla, rasp.

berry, strawberry, pineapple, wild cherry, coca cola, ginger ale, ginger, root beer, sarsa-parilla, claret.

In this list it will be noted that three of the flavors can be used as two separate flavors, thus giving a full list of fifteen flavors. There are many other fine flavors, but you will find you can gain and keep more trade by having only a few and having them good.

Have three kinds of crushed fruit, say strawberry, raspberry and pineapple. gives you a good variety, all you can keep up to good advantage. A few spirit bottles at the fountain containing Jamaica Ginger, angostura bitters, lime juice, tinct. celery, phosphate and elix. calisaya will enable you to prepare several fancy drinks which will add to your list. Have a small bottle of grape juice, claret wine and sherry wine on hand for fancy drinks. A dish of eggs and lemon and plenty of shaved ice and you have the necessary means of preparing a nice list of fancy drinks. There is no reason why the smallest fountain in the country should not be able to keep the above and always have them fresh.

Ice cream, plain cream and milk can be purchased each day in quantities just enough for the day. Have a good ice box and you can always keep them fresh. You can also keep a few of the bottled mineral waters on the ice and one good vichy on draught and with this you are ready for business. (This will answer for Seltzer and Kessengen). The popular bottled waters are appollinaris and a good lithia.

With the above materials you are prepared to make any of the following list of drinks, the formulas for which have been published during the past months in this department of the SPATULA.

Ice Cream Soda: 12 plain and 3 fruit flavors.

Plain Soda: 12 flavors, also plain cream sodas.

Phosphates: 9 flavors, chocolate, vanilla and root beer not making good phosphates.

Lemonades: Plain, soda, vichy, seltzer, kissengen, appollinaris, lithia, grape, claret and sherry.

Floats: Grape, claret and sherry.

Egg Drinks: Egg Phosphate, egg claret, egg lemonade, egg chocolate, cocoa egg phos, egg calisaya, egg and milk, lime juice, flip, egg soda, ice cream shake, egg and sherry, charlotte russe, queen's favorite, silver figg, golden figg, egg foam, vichy egg shake and coca cola egg shake.

Fancy Drinks: Pineapple smash, strawberry smash, raspho, cherry maze, granola, spa figg, clarique, claret cup, sparkling spray, ginger ale sour, Saratoga cooler, milk shakes (all flavors), cream shake, frozen cream, strawberry ade, raspberry ade, pineapple ade, lemonade, clarade, orangeade, claret punch, sparkling punch, English sherbet, etc.

Frappe: Raspberry, pineapple, strawberry, sherry, chocolate, orange, grape and claret.

Glace and Frosted Glace: Raspberry, strawberry, pineapple, chocolate, grape, claret, lemon, orange and wild cherry.

Soda Glace: Raspberry, strawberry, pine-apple, grape, claret and sherry.

Tonic Drinks: Angostura phosphate, calisaya phosphate, cocoa calisaya, elixir calisaya, celery phosphate, etc.

Sundays or Sundae's: Chocolate, strawberry, pineapple, raspberry, orange, wild cherry, grape and claret.

Frozen Phosphates: Lemon, celery, claret, orange, grape, ginger, pineapple, strawberry, raspberry.

By looking over this list of drinks you will find that by the use of 12 syrups and 6 spirit bottles and a few other articles you can have a list of 150 drinks, fully as many as any one need have. It is not necessary to have 20 or 30 different syrups spoiling to give your customers, you can do better on less if you use judgment. I am sorry space does not permit me to repeat the formulas for all the above drinks, but you will find them all in the back numbers of the SPATULA.

Have things good. People will learn that what you have is always good, and you will have the trade even if some one else does have some flavors you don't, it need never worry you if you are giving better goods.

### Question Box.

F. M. C. writes: Kindly publish a formula for making an orangeade.

Ans.—There are several firms putting an orangeade on the market and we can't pretend to give a formula for any of them, but the following will be found to be very good:

### Orangeade Syrup.

Grate yellow part of oranges until 15 ozs. of the gratings are obtained. Rub in a mortar with sugar and let stand twelve hours, press out the oil and juice and add to 1 gal. of the pure juice of the oranges. To this add 12 lbs. of sugar and dissolve. This may be made better by adding a few drops of the oil of tangarine orange.

If a large quantity is made, add a small quantity of salicylic acid dissolved in alcohol to help preserve it; put in bottles and cork tightly. When ready to use dilute with an equal bulk of simple syrup and add I oz. solution of citric acid to the gallon and you have a fine drink.

By making this syrup when oranges are down at a low figure, say \$2.50 or \$3.00 a box, the cost would be about \$1.00 a gal., the average yield of a box of oranges being 4 gals.

#### How to Serve Castor Oil.

M. A. B. writes: "How do you serve castor oil when a customer asks for a tasteless one?"

Ans.—I find the following the best. Have a glass used only for this purpose. Place I oz. coca cola syrup in the bottom of the glass, then fill glass one-half full of foam by aid of the fine stream and pour the oil in the centre of foam; mix, by letting the fine stream circle around the edge. There will be no oily taste if this method be used and if care be taken no oil will be found on the glass.

Note.—This question box is for you to use. I am not a "know-all" but I am pretty fairly well posted in my own line and shall be pleased to answer any question in my power and help you all I can through the columns of this paper.

Address all communications to E. F. White, 74 India street, Boston, Mass., care of the SPATULA Publishing Co.

### Our Drize Offer.

In the March issue we offered as an inducement to our readers to take an active interest in this department, ten copies of our new "Soda Water Guide" now in the process of construction, in prizes, and up to the present time we have not had as many answers as we would like to have received, and so we are going to call your attention once again to our offer and ask all those who feel that they have received some benefit from this department to aid others as others have aided them, by trying for one of these books, which will be worth much more than the time expended on it I am sure.

The books are offered as follows:

One for each of the two best articles on

### Any General Subject.

In this we leave you free to select any one subject in connection with the business and write an article about. The subject may be any means of conducting a fountain, of making it a success or of making syrups or drinks. What we want is your original ideas for the benefit of our readers.

One for each of the two largest

### Lists of Formulæ.

We want new and original (by this we mean formulas that have not as yet been published) formulas of all kinds that are of interest to the dispenser. They may be for drinks, syrups, extracts, tinctures, wines, cordials, beers, bitters, tonic drinks, in fact anything that can in any way interest the dispenser.

One for the best formula for a syrup or drink containing Malt Extract.

One for the best formula for a syrup of any kind to be used in connection with the fountain.

One for the best article on advertising the fountain.

One for the best fancy drink of any kind. Let us know what you are now running or have run as a specialty that may be of use to others. There are hundreds of private formulas that will be both interesting and useful to others if you will only send them in. One for the best drink of any kind containing wine be it a syrup or fancy drink.

One for the best collection of wine drinks of any kind for fountain use.

Let me ask, has this department helped you in any way to make your business a success? If it has are you not willing to take a few minutes' time to jot down some interesting fact or formula for the aid of those who have aided you?

In sending in answers please put at the top of the paper the head you intend the reply to come under and write only on one side of it.

The contests are open to all.

The date of the closing of each contest will be given in a later issue, but answers should be sent at once or as soon as convenient.

All correspondence should be addressed to E. F. White, 74 India street, Boston, Mass., care of the SPATULA Publishing Co.

### SUNDAY WORK.

MR. E. F. WHITE:

Dear Sir:—Your remarks in April Spatula about soda water are very good. I doubt if they can be improved upon. Now when you say one is obliged to run on Sundays you say what certainly can not be so. If all men were in possession of true Christian principles such statements would not issue from any one. I am shocked to think the Spatula would allow it to enter its paper. When any of us do business on Sunday that is not absolutely necessary, we are stealing from God; Hoping you may see your way clear to avoid any such statements in future. I am

Your friend, A. F. OTIS.

Battle Creek, Mich., May 10, 1900.

#### LIBERALITY.

The Coca-Cola people will put in operation this year a very complete system of giving publicity to Coca Cola. Much of it will be in huge painted signs by Gunning of Chicago, and will be so bold that "all who run may read." Nothing will be left undone that money will accomplish to spread the news broadcast that Coca Cola may be found continuously on draught at soda fountains from Maine to California, from the North Pole to the Gulf of Mexico.

#### A REGRETTABLE OMISSION.

Our attention has been called by the SPAT-ULA of Boston, to the omission of its title in the catalogue of pharmaceutical periodicals given by Dr. Fred Hoffman in his article on "A Century of Pharmaceutical Literature and Journalism," published in our Century issue. We hasten to assure the SPATULA that we had no intention of wilfully overlooking its claim to recognition as a pharmaceutical periodical, and we are confident that our regret at the oversight will be shared by the talented author of the catalogue, who will grieve with us at the souring of temper which the inadvertent omission has caused in our usually amiable contemporary, whose well-known motto is "Keep Sweet."-American Druggist.

### THEY ARE.

Enclosed is check for \$2.00 for the SPATULA to Feb., 1901, for the balance send the entire set of placards. If the placards prove to be as good as the SPATULA has been, we shall continue to think that we get our money's worth.

F. A. HARTSHORN.

Marlboro, Mass., May 5, 1900.

### What and Where to Buy for the Fountain.

CE In sending for circulars or catalogues to any of the firms below mentiound, mention The SPATULA. The favor will be appreciated and it may help you, as it will show you are a live, wide-awake druggest and mean business.

Fountains-Robert M. Green & Sons, 1413 Vine street, Philadelphia.

Fountains - Chas. Lippincott & Co., Arch street, Philadelphia.

Carbonators-The New Era Carbonator Co., 129 Portland St., Boston.

Tumbler Washers-L. L. Rowe, 24 Portland street, Boston. Lemon Squeezers, Milk Shakers, etc., Erie Specialty Co., Erie, Penn.

Root Beer and Root Beer Cooler .- Chas. E. Bardwell, Holyoke, Mass.

Gem Ice Cream Spoon.—Gem Spoon Co., 4 Oakwood Ave., Troy, N. Y.

Webb Ice Shaver - Fox, Fultz & Co., New York & Boston. Stone's Paper Juley Straws -- M. C. Stone, 1218 F street, N. W., Washington, D. C.

Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 81 High street, Boston, N. E. agents.

Junket Tablets for Ice Cream - Chr. Hansen's Laboratory, Box 1241 Little Falls, N. Y.

Phillips Fountain Chocolate—The Chas. H. Phillips Chemical Co., 77 Pine street, New York.

Aromatic Tincture of Orange-Weeks & Potter Co., Boston, Mass.

Soda Claret, Champaigne Soda, Soda Flavors, etc.—Duroy & Haines Co., Sandusky, Ohio.

Soda Checks, Soda signs, sign-making outfits, Soda Guide (in preparation). The SPATULA, Boston.



# Dollars & Cents

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CONDUCTED BY THE SPATULA.



N this department, last month, we gave a few "athletic hints," which we hope some of our readers found worthy of their consideration. Lack of space, however, compelled us to omit another idea in the line of athletics that will no doubt appeal to

druggists situated in thriving towns with more or less up-to-date populations. Accordingly, we start off this month with a few ideas on golf and the way the universal popularity of the game may be made to help the publicity-desiring druggists.

Golf.

Almost every town of sufficient size to support athletics in any branch, now has a golf course or is about to have one, and the enterprising druggist can profit thereby in many ways. In the first place he can carry a good supply of golf goods as a side line, and he can also furnish complimentary score cards with his ad. attached. If the course in your town has nine holes, a card with a table on one side and your ad. on the other may be used; if eighteen holes, you may use folders of cardboard with tables and ads. arranged as suggested in this department

last month for the baseball score cards. As golf players are always interested in the scores they have made, as well as those ther expect to make, many of their cards will be kept, and with them, necessarily, your ads. Soda Water.

Hot weather has made its appearance and with it come the thirsty customers looking for good soda water. Every druggist appreciates the fact that his soda fountain may be made to pay well or else become a dismal failure, atcording to the way it is managed, and the SPATULA, aware of this, has long been conducting a department of valuable hints on the way to run a successful fountain. We will now try to give some practical hints on how to bring customers to your fountain and thus make them regular patrons, taking it for granted that you are doing everything in your power to serve good soda. Unless you do serve good soda you can hardly expect people to come the second time or go out of their way to reach your fountain. There is a large number of people who when once convinced that you dispense the best soda in town will always come to your store to quench their thirst, and to convince some of them early in the season it will be necessary for you to give and more or less drinks under certain conditions. Some druggists distribute, at the first of the

### THE SODA GIRL



Can always be trusted to find the best soda water in town, and she will go four blocks out of her way to get it. That is just what lots of them are doing right here in ——

### Our Soda Water

is the best, because we strive to make it so, and not only the soda girls but all who have tried it, never fail to come again. Have you tried it?

PUSH & PROSPER.

### **BICYCLISTS**



Take tumbles now and then; sometimes serious bruises are the result. Children, too, get many bumps and knocks during vacation hours, and some reliable liniment is needed—in a hurry.

### Our "Rubit" Liniment

Should always be kept on hand. It will relieve bruises, burns, sprains, cuts, etc., almost as soon as applied and it never fails.

Price 25 Cents.

PUSH & PROSPER.

### **SHAKING**



And shivering with cold is not usually experienced in the summer time, nor do we wish or claim to make you do that. We can, however, cool you off with an exceptionally fine glass of soda.

### Our Soda Water

department is looked after with as much care as any other of our store. The result—it is the best in town. Try it.

PUSH & PROSPER.

### THE ENJOYMENT



Of your bath will be greatly increased if you will add a few drops of good Violet water to the water in the

### Our Violet Water

Is just the kind that will make a bath refreshing, sweet and enjoyable.

It is pure-It is dainty.

Price 25 Cents.

PUSH & PROSPER.

A page of seasonable ads. all ready for your printer. Use one each week. If you do not want to cut this page send us a two cent stamp and we will send you a duplicate. Duplicate cuts may be had for 50 cents each; all four for \$1.50.

season, a large number of coupons good for drinks at their fountain and charge them directly to their advertising appropriation, but the ideas we are about to give do not necessitate /ree drinks, although they will appear as such to the customer.

#### While Waiting.

Every day in the week druggists have prescriptions brought in which only take a few minutes to dispense and for which the customer will wait. These are just the sort of customers to whom you can show a courtesy. and meanwhile convince that you serve good soda. First tell them that it will only take a few minutes to put up the prescription, and after finding they will wait give them a check good for a free glass of soda at your fountain. They will appreciate this, it will cost you nothing, the profit on the prescription more than covering the soda, and besides you have shown the customer that your soda is worth trying again. In the course of a day you may make a number of new regular soda patrons. Isn't it worth a trial?

### Newspaper Coupons.

With the idea uppermost in your mind of getting people to try your soda, the following scheme may be used in connection with your newspaper ads. of bargains, etc. Devote most of your space to one article that is liable to attract attention, (perhaps of women and children especially) and in the remaining space add the following coupon or one similar:

#### CUT THIS OUT.

Anyone buying this article this week and presenting this coupon is entitled to a glass of our Soda Water

FREE.

A scheme like this is pretty sure to much more than pay for itself, and in addition you give the people who are the kind you want, namely, "the kind who buy"—a chance to test your soda. If it is good they will come again, so you see you must depend on your

soda to do the rest after the ads. have brought the customers for the first drink. In all this sort of advertising it is absolutely essential that your soda be exceptionally good if you wish to gain permanent results. Soda water is a luxury and people want the best in town, especially as it costs no more at one place than another.

#### Bicyclists.

If your store is on a street through which a sufficient number of bicyclists pass, the following scheme, though it may appear to be a trifle undignified, can be made to bring a few more dimes and nickels to your fountain. Place a bicycle rack in front of your store and on a conspicuous sign paint "Are your tires out of wind? Come in and borrow our pump." On the pump which you should have ready for all who wish to take advantage of your offer, attach a tag, on both sides of which is printed or written in large letters, "Pumping is hot work. Try one of our cooling sodas." How many users of that pump do you think would return it without buying a soda? We might add that it would perhaps be wise to detach the card if the pump was called for by a regular patron. It is the fellow who is just riding through town that you want to catch. The scheme is fair enough, but we must confess that a regular patron might think you were rubbing it in a little too hard.

#### Next Month.

Hot weather will be in order for some time now, and we think that a few more soda ideas will be very appropriate in this department next month, so with that idea in mind we respectfully ask our readers to send in any and all ideas that have been used by them to increase their soda trade. We know there are lots of good ones tucked away in the brains of our subscribers and we want them to join in and make this department valuable next month. We are waiting.

The Charles H. Phillips Chemical Co. has removed from 77 Pine streetto 128 Pearl street, New York, May 1. This is the concern that makes such excellent chocolate for fountain use.

### Books, etc.



### In Good Taste.

The American Soda Fountain Co., successors to Chas. H. Lippincott & Co., of Philadelphia, have issued a very interesting and instructive little booklet entitled, "A Scrap of History." It contains a study of the different beverages popular with different nations from the earliest times, and the influence the drinks seem to have had in moulding natures and destinies. It of course leads up to the American beverage—soda water—and shows how the vivacity and wit of the American girl may, perhaps, be traced to carbonated water. It makes a very pretty and interesting tale and is printed in extremely good taste.

To produce a better magazine each month seems to be the purpose of the publishers of the National Magazine. The Beach & Clarridge Co., of Boston, originators and makers of soda water flavors, have issued a pretty booklet, filled with arguments in favor of "Orangeade." The color effects are in different shades of orange and it makes a very attractive advertisement.

Upwards of fifty writers and artists contribute to the May Ladies' Home Journal, consequently variety is combined with excellence throughout its pages.

Received: — Proceedings of the Sixth Annual Meeting of the Vermont Pharmaceutical Association, held at St. Albans, Oct. 25 and 25, 1899.

Thirteenth Annual Report of the Rhode Island Board of Pharmacy. 1900.

First Annual Report of the Indiana Board of Pharmacy.

Eleventh Annual Report of the Missouri Botanical Garden, St. Louis, 1900.

Thirteenth Annual Report of the State Board of Health of Massachusetts.

#### MUST KEEP SWEET.

The Boston Board of Health believes the city barber shops should Keep Sweet, and has just promulgated the following regulations to bring this about:

"The place of business, together with all the furniture, shall be kept, at all times, in a cleanly condition. Mugs, shaving brushes and razors shall be sterilized by immersion in boiling water after every separate use thereof. A separate, clean towel shall be used for each person. Alum, or other material, used to stop the flow of blood, shall be so used only in powdered form and applied on a towel. The use of powder-puffs is prohibited. The use of sponges is prohibited. Every barber shop shall be provided with running hot and cold water. No person shall be allowed to use any barber shop as a dormitory. Every barber shall cleanse his hands thoroughly immediately after serving each customer."

A contract rescinded for fraud is rescinded in toto, and an adjustment of matters growing out of same must proceed on both sides independent of the fraudulent contract.

### What's New.

PROPHYLACTIC BRUSHES.

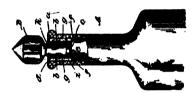
The Prophylactic Tooth-brush, made by the Florence Mfg. Co., of Florence, Mass., has



gained much favorable comment from well-known dentists and druggists throughout the country. Dentists recommend

it because it is the only toothbrush that can thoroughly clean between every crevice. For children it is without doubt the best brush that has ever been made. Druggists prefer it because it is such a ready seller. It is well advertised and the public recognizes its advantage. If you will write to the Florence Mfg. Co., mentioning the SPATULA, they will send you a sample and full particulars.

BOTTLE SPRINKLER.



Patented by Charles F. Butz, New York. Claim (1). A bottle-sprinkler comprising a bottle, A, having recess, a, formed around the mouth thereof, downwardly-projecting tubular section, b, a bottom portion, c, at the base of said tubular section integral therewith, having perforations formed in said bottom portion, flange, d, formed in the upper portion of the section, b, adapted to said recess, a, formed around the mouth of the bottle, compressible casing, g, provided upon the tubular portion, b, and flange, f, formed around the bottom portion, e, for securing the casing, g, in position, between the flange, d, and the said flange, f, substantially as described.

#### KITCHEN CABINET.

One of the most complete pieces of kitchen furniture ever invented is being manufactured



and sold by the M. Winter Lumber Co., of Sheyboygan, Wis. It is a table-cabinet and contains a place for almost everything needed in a kitchen Some of its prin-

cipal features are a tilting flour bin, holding 125 lbs. of flour, a zinc-lined bread chest, two sugar or meal drawers, one long utensil drawer, three medium-sized drawers, one flat tool drawer, a bread board, a rolling-pin and a drop-leaf shelf. The table top is 29 x 42 and the cabinet is mounted on castors. It is well made, nicely finished, artistically designed, practically arranged. The makers will gladly send a descriptive circular to all interested.

GAS LIGHTER.



The Adams' Homatch Self-Lighting Gas-Lighter is an article that should appeal to all who use gas. By its use matches are done away with as the gas current alone causes its own ignition. Should the gas be blown out by any cause it will light itself again automatically and thus prevent asphyxiation. It is a most ingenious and useful invention and its merits will carry it on to popularity. L. L. Rowe, of 24 Portland street, Boston, is an agent for New England.

We claim to make the finest Neutral or Cologne Spirit produced in this country, and for the purpose of more thoroughly introducing it to the Pharmacist and to bring it into general use, we offer

## Gravos' XXX Extra French Cologne Spirit in 5-Gall. Boxed Demijohns, Parcel free, FOR EIGHTEEN DOLLARS.

With the order we will give formulas for the manufacture of the following toilet articles:

Toilet Cologne, White Rose Cologne, Florida Water, Violet Water,

Or for household or Soda Fountain use VARILLA EXTRACT, of a quality which may be called Superb. Samples of the manufactured goods, showing possibilities, cheerfully shown at our office and distilling works, —35 HAWKINS STREET, BOSTON.

C. H. GRAVES & SONS.

### The Home of The House of Ayer.

The J. C. Ayer Company, of Lowell, celebrated April 23 the completion of the improvements to its plant in unique and pleasant fashion. At least, that is the consensus of opinion of those fortunate people who were present at the inspection and banquet which was tendered by the Company on this occasion. The event had for its object something more than a mere feasting. The word "inspection" denotes this fact. It has been believed by many who are not in sympathy with proprietary medicines that they are thrown together hit or-miss, and not, as is claimed, compounded, as a druggist compounds a medicine, by prescription, -that is, by the methods laid down by the "United States Pharmacopeia." The banquet was an occasion for nothing but pleasure; the inspection was held to prove something. Beyond a doubt it succeeded in doing this to the satisfaction of those present; it proved that the Ayer remedies, as has been claimed, are compounded by these methods of the "United States Pharmacopeia"—the standard methods of the medical world.

A few weeks ago the employees of the Ayer Company held their annual banquet with their friends. A few days ago Mr. Alfred E. Rose, treasurer and general manager, sent out to the business friends of the Company cards of invitation of effective design, the purport of which was fully as pleasing as the form. They read:

"Having lately rebuilt its laboratories, and, by thorough renovation and reorganization, increased its facilities for the scientific compounding and accurate preparation of its remedies, the J. C. Ayer Company, of Lowell, wishes to acquaint you with its progress, and requests the pleasure of your company to inspect its plant and partake of a banquet on the afternoon and evening of April twenty-third, nineteen hundred. The inspection will begin at 4.30 o'clock; the banquet at 6.30."

About 150 of these cards were sent forth upon their mission, and about 150 gentlemen responded by becoming the guests of the Ayer Company. Shortly after 3 o'clock guests from Boston, New York, and other cities arrived on the special Pullman train, were met by carriages at the station,

and, after driving about the city, were taken to the home of the Company on Middle Street, where others from this city had already arrived. Mr. Rose, assisted by a reception committee, met the guests at the door, and, after they had been made to feel that they were heartily welcome, small parties were formed which at once started upon a tour of the establishment under the guidance of representatives of the Company.

From the main office the parties were conducted through the temporary office, regularly used as a storage room, and down stairs to the printing office, which is prepared, as the foreman said to the reporter, "to turn out anything, from a visiting card to a Bible."

The printing office of the J. C. Ayer Company would astonish many people who do not realize the large scale upon which this concern conducts its business. Imagine a great room containing 10,000 square feet of floor space, filled with swiftly moving presses, columned with swiftly turning belts, and swarming with industrious men and women.

The equipment is such that a bound volume can be handled as easily as a mere pamphlet, for a bindery is located in the main room, and a large force of girls are always busy over the machines.

"Fifteen tons of paper a day are needed to keep us busy," said Foreman Brine, patting the wheels of a huge press which had been stopped for a moment. "This fellow here eats up ten tons a day himself. He's running our 1901 Foreign Almanacs in four languages today, and with each impression prints four thirty two page books.

"You'll have to push your wheel pretty fast to keep up with him," he added, turning to a facetious member of the group to which the reporter was attached. "You'll have to push just 163 miles a day,—that's the amount of paper he consumes."

These figures threw an understanding light on the rolls and rolls of paper which were shown afterwards as the inspecting parties left the printing office and were lowered to the basement storeroom. A carload a week is used by the Ayer Company, and it is of all kinds, from fine book paper to the thin wrapping variety.



FREDERICK AYER, President,

One of the most striking novelties of the press room is the Harris automatic press, which is used for envelopes and for printing druggists' cards on the backs of the Ayer Almanacs and circulars. Although this press handles but one piece at a time, it speeds off 17,000 impressions per hour, doing its own feeding and practically caring for itself. Jobs are plentiful at present in the printing office - and they are all large in figures. There is the big press before alluded to, busy running off the 1901 Eoreign Almanac in four languages, rapidly eating its way through the order for over five millions of copies of the thirty-two-page book. Other presses are filling an order for a million copies of the Ayer's Cherry Pectoral book of thirtytwo pages; others still are running a million circulars in three languages for the Ayer's Pills alone; not to mention such jobs as a million Pectoral wrappers, a million Sarsaparilla directions, and a million Hair Vigor wrappers, now being printed.

The printing office also uses floor space for two stories above it for storage purposes; and, working with the electrotyping foundry upstairs which is included in the department, can turn out a finished plate the size of a newspaper page, ready for shipment, two hours after the copy has been sent down to the compositors.

The next room on the march was the new engine room on the Market Street side of the building, one of the handsomest engine rooms in the State. It is brilliantly lighted by more than sixty incandescent lamps, none of which can be seen from the front; its walls are finished in turkey-red burlap set off in panels above a hard wood wainscoting of olive green, and the great marble switch-board on the wall at one end, the shining

brass railings, and the spotless cleanlines of place were objects of admiring scrutiny.

The two engines of eighty horse-power collections the center of attraction. They were built is Rollins Engine Company, of Nashua, N. Haran so smoothly from the start that no jar of tion was perceptible in the offices immediatove the room. One can hear a whisper is engine room—the great wheels run so noisely. Two dynamos are operated besides the mass of the plant, with a capacity of 1500 lights, I water-tube boilers of 150 horse-power each function power.

The general "hitch-up" of the engine rooms surroundings is the most complete in the Engines and dynamos are all on separate quils the entire plant or any portion of it can be a either or both engines, thanks to a novel arm. ment of the jack-shaft, without throwing a " Mr. Sylvester, of the Rollins Company, deals that the base on which the engines are built is an the best in the country; 200,000 bricks were " in its construction, testing on a concrete has: feet in thickness. The jack-shaft is operate. wheel from the engine room proper through a sof chains and pulleys. The polished marble such board, before mentioned, is arranged in face circuits and in such manner that the city caremay be thrown on any circuit.

Upstairs again, following their guides, the 200



MIFRED E. ROSE, Treasurer and General Manager



found themselves in the first office of the fine new building on Market Street, where Dr. Stowell presides over the medical department. This office, as well as the one connected with it, in charge of Mr. Robinson, is handsomely finished in hard woods,—light, bright, and cheerful. Conveniences and appurtenances for rapid work are seen in these two rooms; for it is here that the enormous medical correspondence between the Ayer Company and its patients is attended to, and answers dispatched.

Above these offices two similar rooms were shown the visitors, the sanctums of Mr. Kirkland, under whose supervision the renovating process has been brought to completion, and of Mr. Frank G. Rose, head of the publication department. The rooms are very handsomely finished and are as light and convenient as heart could wish.

Another flight brought the inspecting parties to the electrotyping department, where all plates used in the Ayer advertising are cast. This room sees the embodiment in metal of the ideas of the advertising writers of the Company. Plates are sent to the newspapers and magazines all over the country; and it is possible in these roomy and commodious quarters to turn out work the excellence of which the Ayer advertising demonstrates.

From the electrotyping rooms the visitors were ushered through a storeroom, heaped high with goods, to the drug mill, where the crude drugs are ground to a proper consistency for use. This mill was built expressly for the Ayer Company after improved ideas, and has a capacity more than adequate to the needs of the laboratory. Thence the route led through the old tank room, now superseded by the new, and shown apparently in order that the practical results of the change might be appreciated, through passage and apartment, amid the clink of bottles and whir of machinery, to the mixing room, the head center of the House of Ayer.

This great room, containing some 7000 square feet, high-studded, finished in hard wood, its whitened walls reflecting floods of light from skylight and window, seemed to typify the cleanliness and wholesome methods which characterize the Ayer process. Rows of red-painted percolators extend the length of the room, busily at work exhausting the goodness from the crude drugs within. Along one side are a series of great copper stills

by which the excess of alcohol is recovered by fractional distillation, and opposite against the wall is a row of giant tanks extending to the floor of the room below, into which the contents of the percolators are turned when the earlier process is completed.

In one corner of the mixing room is the experimental laboratory—sacred to Chemist Flynn—where the student may work to his heart's content, so complete are the arrangements of the benches. Mr. Flynn is an enthusiast and a devotee to the virtues of cleanliness and order.

"We buy our goods by sample," he said to the reporter, "and the delivered goods have to equal the sample in my tests, or we turn them down.

"All roots used in the Sarsaparilla, except the Honduras sarsaparilla, are raised by special contract in the botanical gardens of the Shaker Community at Mount Lebanon, N. Y., and have been for over fifty years.

"Yes, we handle everything by the United States Pharmacopeia methods, which signify to the medicine business what the word 'sterling' signifies to the jeweler when he sees it upon a bar of silver.

"Tankage," said the chemist, carelessly waving his hand in the direction of the "long red line." "Oh, we can take care of a bit of stuff. Last year we found it necessary to add over 13,000 gallons to our capacity, which now aggregates to over 28,000 gallons. Quite a load, eh!" And the questioner agreed with him.

The next move—to the pill room on the same floor—gave the visitors a glimpse at a business-like machine which mixed away at the compounds for dear life, turning the product over to a neighbor which rolled and cut the soft mass, delivering it in the form of handfuls of pills, black as the traditional hat, and pouring by thousands into the receptacle at the base. Thence the pills are placed in huge copper cylinders, where they roll into coats of sugary whiteness, to be withdrawn, hardened in the drying kilns, recoated smoothly, and sent along to be packed.

The guests followed the pills into the adjoining room, where a large number of busy pairs of hands, were at work bottling and wrapping the pellets. Spanish, Portuguese, French, and German directions appeared on thousands of wrappers for the export trade, not to mention the heaps of bottles



Dr. J. C. Ayer-"The Founder of the House of Ayer."

wrapped and sealed for American and English consumption. This finishing room had the same characteristics shown by those which had already been seen — scrupulous cleanliness of ceiling, walls, floor, and tables — and the owners of the busy pairs of hands seemed to know just how to work quickly and well.

The next room inspected was the filtering room, where the Sarsaparilla and Pectoral compounds from upstairs are filtered and cleansed from sediment. The fluids in the rows of great bottles on the racks looked clear and ruddy, and the pleasant tinkling of the drops was heard from one end of the room to the other. Another great row of tanks besides those which extend from the mixing room are seen in the filtering room, reaching through in turn to the bottling room below, and into these the pure, clarified product is poured. Conveniences for handling the liquids and for keeping the tanks perfectly sweet and clean are in evidence throughout; as also in the bottling room below, into which the guests were next conducted.

Here the Ayer products, Sarsaparilla, Cherry Pectoral, Ague Cure, etc., are made ready for the market,—bottled and labeled with careful swiftness. Rows of girls and men sit about the long, clean tables, busy handed and busy brained.

An inspection of the Hair Vigor department was next in order, the compounding room above showing percolators and tanks reaching to the next floor, where the mixture is bottled and wrapped by another set of employees. A further descent brought the parties to the advertising exhibit, where there was a chance to rest and inspect more quietly the myriads of posters and designs which covered the walls. An exhibit of papers showing Ayer advertising in twenty-one different languages was one of the novelties of this room; and every design or poster shown has been used in bringing before the public the Ayer preparations.

Through the stock room, piled high with boxes containing the finished product, the parties were led, after leaving the advertising exhibition, downstairs to the shipping room, where the methods of sending out goods for foreign and local markets were set forth. Each trade has its own style of packing, and each preparation as well; the show was extremely interesting.

Another descent to the basement, where are

stored in one part rows upon rows of barrels filled with drugs and in another hundreds of cases of glassware in which the preparations are packed, brought the inspection to a close, and the guests were lifted again to the office level. They were quite ready for a rest; the House of Ayer contains a floor space of 107,000 square feet, and they had traversed a considerable part of it.

The inspection ended, the guests were soon ushered into the great main office of the establishment in the Middle Street side of the building. All but a narrow passageway at one end leading to the coat rooms had been screened off, and the rest of the room had been turned into a banquet hall. During the recent renovation the old office furniture has been moved back to temporary quarters on Market Street, and the office will be fitted throughout with a new oak equipment.

The room contains about 7500 square feet, and is finished handsomely in oak, with walls of light green, making a combination at once effective and restful to the eye. Private offices for the superintendent and other department heads have been partitioned off at one end of the room, while at the rear a row of telephone boxes makes it possible to avoid noise or disturbance at the 'phones.

The height and general brightness of the great room make it ideal for a banquet hall, and such was the purpose to which it had been turned. It was handsomely decorated with hanging bunting, with palms and greenery; the tables were strewn with flowers, and a boutonniere was presented to each guest as he took his seat. An orchestra, stationed in one of the private offices, discoursed music throughout the banquet.

Handsome souvenirs, "designed and printed on the premises by the J. C. Ayer Company," were not the least attractive features of the tables. The banquet was handsomely served, as became one of its quality.

Among those present from abroad were:

Prof. Irving W. Fay, Polytechnic Institute, Brooklyn, N. Y.; Prof. E. L. Patch, Stoneham; Professor Gregory, of the Buffalo College of Pharmacy; C. F. Nixon, Leominster, Mass.; Amos K. Tilden, State Board of Pharmacy, General Taylor, of the *Globe*, Fred E. Whiting, of the *Herald*, Stephen O'Meara, of the *Journal*, C. P. Flynn, president N. E. P. A., H. Canning, A. L. Souther,

G. W. Cobb, G. D. Brown, J. T. Leary, Max Cramer, J. W. Colburn, A. C. Curtis, A. G. Trafton, Mr. Holliday, chairman executive committee National Retail Druggists' Association, Senator Gilman, Frank A. Davidson, Fred Carter, Mr. Cutler, Mr. West, Wm. C. Calder, S. A. Shepard, J. B. Cherry, Joe M. Chapple, J. W. Patch, Jas. O. Jordan, E. C. Marshal, Wm. F. Sawyer, all of Boston; also the State Committee on Public Health, consisting of Senators Wm. II. Lott, Boston; Francis A. Harrington, Worcester; Albert H. Ray, Middlesex, and Representatives Wm. J. Bullock, New Bedford; Wm. D. Wheeler, Boston; Henry L. Chase, Westboro; Charles F. King, Holbrook; George R. Fessenden, Ashfield; Charles H. Upson, Easthampton, and Jeremiah F. McCarthy, Boston, accompanied by Francis Steele, messenger of the committee. Others were Representative J. Myron Moore, of Gardner, and James W. Dumphy, business manager of the Boston Record.

Among the Lowell guests were:

Col. J. W. Bennett, Hon. George A. Marden, H. F. Gillon, James Bayles, C. L. McCleery, Edward Gallagher, Lawrence Cummings, R. F. Hemenway, Major T. O. Allen, Postmaster A. G. Thompson, A. G. Pollard, Mr. Mulligan, board of health; Jacob Rogers, F. E. Dunbar, Senator Patch, Col. Butler Ames, Representative Arthur Cluer, Representative Varney, Representative Robbins, Representative Sparks, Representative Mansfield, Hon. Jeremiah Crowley, C. A. Davust, Rev. Mr. Binnington, George C. Osgood, Chas. E. Carter, Wm. II. Pearson, James J. Brown, John Phelan, James Hornby, G. C. Brock, A. E. Moors, E. G. Crockett, Frank P. Moody, Charles Naylor, Frederick Bailey, Chas. W. Brown, Frank C. Goodale, A. W. Dows, A. J. Sherburne, H. R. Parker, George A. Wilson, Chas. J. Gallagher, M. O. Carter, F. H. Butler, Edward Ellingwood, A. Daly, C. W. Swan, William Corner.

For more than two hours the business of the banquet kept the guests engaged, and then cigars were lighted, Mr. Rose rapped to order, and a selection was given by the orchestra. At its close Mr. Rose announced a number of letters of regret which had been received from prominent men of the State. He asked leave to read one telegram, which he said he thought would be considered of general interest. It was announced as follows:

"EXECUTIVE MANSION,

WASHINGTON, D. C., April 23, 1900.

The President regrets that his engagements are such that he has been unable to accept the courteous invitation extended to him for this evening. He sends best wishes and congratulations.

GEORGE B. CORTELYOU.

Secretary to the President."

This message was received with prolonged applause, which continued as Mr. Rose began to speak. He said in part: "I wish to express my sincere thanks and the thanks of the House of Ayer for your kindness in giving so much of your time this afternoon. I welcome you here because it helps to a better understanding. The manufacturer sits in his office and thinks of substitution. cut prices, and cross-purpose legislation; the retailer stands in his store and wonders how his fellow retailers can sell proprietaries at 10 per cent less than he can buy them for; the wholesaler wonders how he can save what little he has and hold his profit, none too large at best, and the rebate at the same time.

"We are glad to have our pharmaceutical friends with us. They are the pillars of the profession, the men to whom everything must be United States Pharmacopeia in method; and to these we say 'These are our methods. If they are not United States Pharmacopeia, tell us so, and we will try to bring them as near to the standard which your pharmacopeia claims as things ever can be brought in this world.'

"We have three or four professors and lecturers of chemistry here. They are specialists of the profession. Their knowledge is specific. Not to use their special knowledge would be like shutting one's eyes when about to shoot. One is as likely to hit the target in one case as in the other.

"Then there is the Committee on Public Health of the Senate and Legislature. These are the gentlemen to whom is committed the care of the health of the community. And if they had their way they would make every town so healthy that we could not sell a dollar's worth of medicine. They are a fine body of men; at the hearing this year at the State House they expressed themselves that their only purpose was to prevent fakes and frauds. The public have always been pretty well able to judge of these things for themselves, as every druggist

here can testify. I know that our Health Committee will think better of medicine proprietors after their little visit to us today.

"We are always glad to have our newspaper friends with us. They must not think that the only interest they have in these druggists is the community of interest that they have in the proprietors. We welcome you one and all to the House of Ayer. It is stirred with the breath of new life, We are conscious of growing prosperity and power. We have progressed, prospered, and taken new life to ourselves. And because we have always been strong at the core, even if we are less splendid than others on the surface, we want every druggist here tonight to understand that we believe we have progressed because we have kept faith with them in the fullest sense, and because they have kept faith with us."

Mr. Rose was followed by the Hon. Jeremiah Crowley, mayor of Lowell, who welcomed the guests to the city, at the same time paying his tribute to the progress of the House of Ayer and the efficacy of its remedies.

For the Lowell druggists, Mr. Chas. E. Carter expressed the kindly feeling of appreciation which exists between that body and the Ayer Company.

"As to the House of the J. C. Ayer Company," he said, "I want to say it is a fact that no druggist will deny that the preparations made by this house are the best preparations known to the patent medicine business. I do not think there is a druggist but will say that the Ayer preparations are indeed the best pharmaceutical patent preparations on the market. This meeting tonight, I think, has done more to make the druggists of Lowell think better of the J. C. Ayer Company than any amount of advertising could have done. We appreciate your kindness and wish you much success."

Another Lowell druggist, Freeman H. Butler, who is also a member of the State Board of Pharmacy, spoke on the growing number of patent medicines now on the market. He said: "There is no better known Lowell house than the House of Ayer. I practically succeeded to the retail business of Dr. J. C. Ayer, its founder. I have with me Dr. Ayer's first prescription book. I give Mr. Ayer's Company the credit of giving the formulas to any physician who asks for them."

For the wholesale druggists of Boston, Mr. J. A.

Gilman expressed his pleasure at being present and spoke of the different Ayer preparations and of their value. He added his congratulations to the J. C. Ayer Company, of their progress and thriving condition. He paid tribute to Manager Rose for his executive ability.

Professor Gregory, of the University of Buffalo, spoke of the changed methods of preparing medicine. "We all know," he said, "that the methods of extracting drugs have changed within recent years, and here today we find that the House of Ayer, in order to keep up with the times, has changed its methods. We know that the methods of separating liquids from solids have changed. This house has changed in that direction. And we were impressed as we passed through the building and saw the adaptation of the building to the end that it had the power of adjusting the internal conditions to its external conditions. Therefore it is alive. Change is an evidence of life."

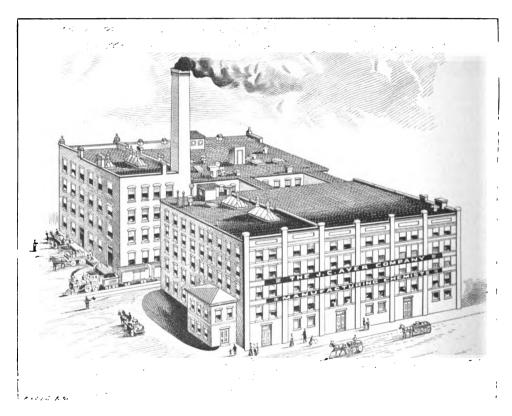
Prof. I. W. Fay, of the Polytechnic Institute, Brooklyn, said: "I think it is only necessary to look at the history of this Company, and find that it started in '41 and is still in existence, to know that there must be something virile in it, because through two generations nothing lasts that isn't worthy. If we can take the men who are about to do something and preserve them in health, we are doing something for our country."

Prof. E. L. Patch, of Stoneham, another speaker, thought that every intelligent druggist must know that, with scarcely an exception, so-called patent medicines are founded upon fraud, and advertised in iniquity. "We have not come here to discuss the fakes. Medicines have come to meet a want, and have come to stay. But we are all interested in seeing that all those who use the remedies shall have the best, and that people shall be honestly dealt with. No proprietary medicine could be sold year after year for fifty-nine years by simply advertising, unless there was some merit back of it. The results achieved by the House of Ayer demonstrate the fact that there has always been a good merchant to carry the goods to market as well as a good manufacturer. I have had an opportunity to know positively that the formulas of the J. C. Ayer Company are very carefully considered and every product which they offer is prepared by carefully studied formulas and under the best supervision. With the reputation already established, and with the same care shown in the future as has been in the past, I can see no reason why there should not be an assembly here to celebrate the one hundredth anniversary of the J. C. Ayer Company."

Other speakers were Frank Davidson, of the Theodore Metcalf Co., Boston, Gen. Charles II. Taylor, of the Boston Globe, Stephen O'Meara, of the Boston Journal, Hon. George A. Marden, of Lowell, and F. E. Holliday, chairman executive committee National Retail Druggists' Association. The latter said that Mr. Rose, without knowing it,

had exemplified a theory which had been in his work in connection with the Association of Retail Druggists, that the best thing which could happen to the retailer, proprietor, and wholesaler is for them to get together and talk over matters connected with their business.

It was nearly midnight when the guests left for Boston on the special train which had been awaiting them. All were enthusiastic over the cordial reception and royal good time which had been offered them. The inspection and banquet of the House of Ayer was most assuredly a very successful affair.



THE HOME OF THE HOUSE OF AYER.



### NEW ENGLAND NEWS SUPPLEMENT.—May, 1900.

### Mass. College of Pharmacy Commencement.



HE commencement exercises opened on Wednesday evening, May 20, with the class hop at Pierce Hall. 'Twas a large and brilliant gathering in honor of

the class and a very enjoyable

occasion. Dancing and sociability occupied the time from nine o'clock till one, when the people dispersed.

On Thursday afternoon at two o'clock commenced the Class Day exercises. President A. G. Gigger presided and made a brief speech of welcome. The Salem Cadet Orchestra opened the musical programme with a 20th Century March written by F. E. Bigelow, Ph. G., a member of the class of '97, M. C. P. Miss Bertha M. Haves delivered the class history, F. W. Goodwin orated, and L. A. O. Goddu. Most of the weaknesses of the class and the Faculty were exposed to view in these speeches, but they did not appear to materially damage any well-earned reputations. Miss Mae E. Collins was to have delivered the Farewell Address, but was most unfortunately taken sick in the early morning, and her address was read by A. P. Cook.

The class exercises closed at 3.15 and allowed an intermission of forty-five minutes for the inspection of the building by the friends and past graduates of the College.

At 4 o'clock the graduation exercises of the class of 1900 were begun in the Pharmacy Lecture Hall. President W. H. Puffer presided and introduced Rev. T. Irving Reese of Mil-

ton, Mass., as the speaker of the day. He outlined in an interesting way a layman's ideal of a pharmacist, and reminded the class of some wholesome ideals to be fostered in their future business relations.

The degrees were then conferred upon the following candidates:

Degree of Graduate in Pharmacy.—Henry Ward Berry, Ernest Sydney Bisbee, Patrick Henry Burke, Augustus George Gigger, Louis Adolore Oliver Goddu, Frank William Goodwin, Bertha May Haynes, Gustavus Adolphus Kelley, John Redman Moore, Peter Joseph Moran, John Timothy Murphy, George Leonard Pierce, Clarence Isaac Pendleton, Charles Augustus Wells.

Degree of Pharmaceutical Chemist.—Lowell Tuckerman Clapp, Mary Elizabeth Collins, Alfred Page Cook, A.B., Virgil Moeldner Usher, Forrest Gurney Stanford.

This is the first year that the degree of Pharmaceutical Chemist has been conferred by this school.

The closing of the Graduation Exercises at 4.50 allowed of just enough time for the audience to reach Young's Hotel at 5.30, where the Alumni reception was held preliminary to the annual banquet. The Salem Cadet Orchestra continued to discourse acceptable music on this occasion.

The banquet was fully attended as usual, and an excellent list of entertainers was introduced by the President of the Association, Wm. H. Glover. Just before sitting down at

the tables, the diners sung the Ode written by Mr. W. W. Bartlet, which was printed in the February number of the SPATULA.

Professor Dolbear, of Tufts University, was the first speaker, and he traced the relationship newly-developed between magnetism and therapeutics in a very clear and interesting way. Speaker Myers of our honored House of Representatives followed with a few jokes, and an earnest plea for less hermitism and more patriotism on the part of pharmacists. It was thought that the speaker's words were, perhaps, more apropos than he himself may have thought.

Dr. Ernst, of the Harvard Medical School, spoke of the vagaries of medicine and pharmacy and told a story illustrating the delusions which intelligent minds may foster. Miss M. S. Ewing responded in excellent taste and in a bright manner to the toast "The Ladies." Miss Ewing well represents her sex in person, speech and qualities, and it was a happy thought of the Presidents to induce her to express herself.

Mr. W. H. Puffer as President of the College spoke on behalf of our Alma Mater, and Mr. A. G. Gigger told of the "Aspirations of the Class of 1900" in response to a toast thereto. Finally, Professor Greenleaf, representing the Faculty, told of some of the needs and purposes of the college in his usually facile manner.

Interspersed between the speakers were readings and stories by Mr. Sumner Morse, who kept his audience in hilarious good humor and in a mood for more.

At about 10 o'clock the dispersion came and the Commencement of 1900 was at an end.

### Hlummi Notes.

Dr. E. P. Worth, '96, who for five years has served acceptably as Instructor in Chemistry, has closed his official connection at the college and will devote his future to medical practice on Martha's Vineyard. A host of students, graduates and friends wish him well in his new work. His successor at the college has not yet been appointed.

Dr. F. Piper, '89, has been appointed Instructor in Materia Medica and Botany to the Lunior Class for the ensuing year. Mr. Nixon will continue to teach the Senior Class, and the department will gain added strength by the acquisition of Dr. Piper.

Miss Plora E. Sleeper is to be the Assistant in Materia Medica next year.

A new plan is to be tried with the assistants in Chemistry and Pharmacy next year. The new appointments will not only have the stock-room but their respective laboratories as well to keep in order, and will be required to spend their whole time in the work. It is thought that better services and better conditions will result.

Some changes in the building are being considered, which will include a special room for bacteriology, another for organic chemistry, and if possible additional room for the ladies. New lecture-room facilities are also being contemplated.

### H foul Bit.

Chas. P. Whittle, the well-known Boston manufacturer of Druggists' Fixtures, was assaulted on May 3, at Charlestown, Mass. Mr. Whittle was on his way from his home to the train about 10 A. M., when a man slipped up behind him and struck him with a black-jack. Luckily, the blow did little harm and Mr. Whittle went back at his assailant with an umbrella. The man then took flight and although a description of him was given the Charlestown police, no arrests have yet been made.

### H Big Hd.

Jaynes & Co., the large retail druggists of Boston, are attracting the attention of all who pass their store on the corner of Hanover and Washington streets. High on the side of the building is a huge mechanical bicycle rider who is pedaling for a thirty days' stretch, and is rolling up under the total of which each customer is allowed to guess. A thousand dollars has been expended in prizes for the successful guessers, the first being a trip to the Paris Exposition.

### Be On the Lookout.

A well-dressed man has recently been visiting druggists in and about Fall River, Mass., for the pretended purpose of receiving orders for patent medicines. It was his object to get the money in advance if possible and to send the goods later. He accomplished his purpose in one drug store, but was unsuccessful with the rest, so far as can be learned. Druggists elsewhere should be on their guard against him.

### Der Dusband's Clerk.

The Board of Pharmacy Commissioners of Connecticut held a meeting at Hartford, Apr. 24, for the examination of applicants for licenses as drug clerks. The first woman clerk to present herself for examination was examined in the person of Mrs. Lena Dincin, who is a clerk for her husband, who keeps a drug store at 1328 Second avenue, New York. She passed a very good examination. Others examined were the following: John J. Donehue of Hartford, George Watman of New York, William J. Finnister of New Haven, Charles D. Goodale of Waterbury and Henry Adler of New York. The latter works in the same drug store as Mrs. Dincin.

### The Only and Richest.

Dr. Samuel Roosa, the only colored retail druggist and the richest colored man in Boston, died on April 23, of Bright's disease. Dr. Roosa was born in High Falls, N. Y., in 1844. At the outbreak of the civil war he enlisted in a colored New York regiment, and was soon promoted to orderly sergeant. After the close of the war he studied pharmacy, and was a prescription clerk for five years in that city. He began the study of law in 1870, but because of the restrictions put upon colored men in New York he decided that he would succeed better in another city, and in 1878 he removed to Boston. He opened a drug store on Cambridge street, and also began to practice law, add was so successful that he extended his business to Cambridge, where he opened a drug store on Harvard street. Dr. Roosa was also a heavy real estate owner. He leaves a fortune of \$135,000.

### Hout Crade-Marks.

The name of an inventor, discoverer or manufacturer may be employed as a part of a trade-mark.

There can be no absolute right in a name, merely as such; it is only when printed or stamped upon a particular package, thus becoming identified with a particular style and quality of goods, that it becomes a trademark.

Persons of the same name have a commonlaw right to use it in connection with articles manufactured by themselves.

A trade-mark must be such as will identify the article and distinguish it from others; no one can appropriate a word in general use for such purpose.

The property in a trade-mark will pass by assignment, or operation of law, to any one who takes, at the same time, the right to manufacture or sell the particular merchandise to which it has been attached; but there is no property in it as a mere abstract right.

If a manufacturer sell to another the right to use his name as a trade-mark, a subsequent use of the same mark, with the word "improved" affixed, is a violation of the rights of the purchaser, which equity will enjoin.

To entitle the owner of a trade-mark to an injunction, to prevent its use by another, there must be in the copy such a general resemblance to the form, words and symbols in the original, as to mislead the public.

The plaintiff adopted the words Rising Sun Stove Polish, with a figure of a rising sun as a trade mark; the use of the words Rising Moon with a figure of the moon, held not to be an infringement; though a close case.

A manufacturer cannot have an exclusive right in a particular mode of putting up his goods.

A manufacturer will be enjoined from combining his name with marks which are a colorable imitation of those of another.

A manufacturer does not abandon his trademark to the public by permitting in a few instances a dealer to put his name upon the article in connection therewith.

### Hbout New England.

The business of W. A. Metcalf, Rockville, Conn., has been bought out by John F. McGuane.

Henry Newton of Springfield has accepted a position in the drug store of F. S. Chapman, in the same city.

Francis J. Nolen, of Whitman, Mass., has petitioned for bankruptcy papers. Liabilities, \$2400; assets, \$800.

F. K. Snyder, of Worcester, has purchased M. H. Prout's drug store in Grafton, Mass., and will take possession immediately.

James Carter, formerly with A. W. Sawtelle. of Hartford, is now prescription clerk for Walkeley & Damery, at Wethersfield, Conn.

James Duchette, formerly clerk at Hickey's Drug Store, Hartford, Conn., is now a member of the drug firm of Duchette & Wilson, in the same city.

C. J. Countie & Co., prescriptionists, surgical outfitters and manufacturers of standard pharmaceutical preparations, of 23-29 Charles street, Boston, are to open a store at Nahant, Mass., about June 1.

William L. Mountaine, of James L. Mountaine & Co., Bangor, Me., has announced his candidacy for appointment as a member of the Maine Board of Pharmacy as the successor of Percy L. Lord, of Calais, who has held the position for six years, the maximum term under the regulations governing the board.

The Rugby Pharmaceutical Co. was organized at Kittery, Me., April 10, 1900, for the purpose of buying, selling and dealing in drugs, medicines, fancy goods, cigars, tobacco, etc., with \$5,000 capital stock, of which \$300 is paid in. Officers: President, John Graham of E. Milton, Mass.; treasurer, J. E. Quimby of E. Milton, Mass.

Mr. Robert Moakley, formerly with the late L. G. Babcock of Lexington, Mass., but more recently prescription clerk at Perham's pharmacy, Arlington, Mass., is to open a new store on the corner of Massachusetts avenue and

Waltham street, Lexington. Mr. Moakley is very popular with the citizens of that historic town and he is sure to make a success of his venture.

A meeting of the New England Pharmacal Co. was scheduled for May 3, but only ten members turned up at Young's Hotel, where the meeting was to have been held. The President was compelled to postpone the meeting until some future time to be arranged, as a quorum consists of twenty-five members. It is probable that when the adjourned meeting takes place, some change in the by-laws will be made to lessen the number required for a quorum.

### Not Druge.

In the case of the Commonwealth of Massachusetts vs. Isaac H. Goldsmith, the full bench of the Supreme Court, on May 17, overruled defendant's exceptions. This was a complaint against defendant under the statute of 1895. chapter 434, section 2, for selling cigars and tobacco on the Lord's Day. The sale was made to a police officer who, when he bought the tobacco told the defendant he should use the fact as evidence in a case against him. Defendant in making the sale said to the officer, "I will sell them to you as drugs," the defendant at the time being a druggist. The Court says. "There is no doubt that selling cigars and tobacco is doing business within the prohibition of the statute, unless it is protected by the words 'but nothing in this statute shall be held to prohibit . . . the retail sale of drugs and medicines.' It may be that with or without a prescription from a physician one may lawfully purchase tobacco or cigars as medicine at a drug store on the Lord's Day. A sale made in good faith upon an application for tobacco to be used as a medicine may be within the above-quoted language of the statute. In the present case there was no offer to show such a sale, but only that the defendant sold the articles as drugs."

### Gaduol (Alc. Ext. Cod-Liver Oil, MERCE)

Contains the alterative constituents of the oil without the fatty matter. Merck's Digest No. 4 presents formulas for palatable mixtures of Gaduol.

### Tannalbin (Tannin Albuminate)

Anti-diarrheal. Free from the usual disadvantages of lead, bismuth, and silver salts. May be had as powder or in 5-grn. tablets.

### Ichthalbin (KNOLL. Albuminate,)

An odorless and almost tasteless powder. Employed instead of ichthyol wherever the latter is indicated internally. Two forms: Powder and 5-grn. tablets.

### Largin (Silver-Protalbin, LILIENFELD)

Bactericide and astringent; used in gonorrhea and infectious eye diseases. Largin contains 11.1% of silver.

### **CREOLIN-PEARSON.**

(Saponified Coal-Tar Creosote.)

The Ideal Disenfectant, Deodorant, and Germ-Destroyer.

Window Advertising and Booklets free on request.

### Thiocol (Guaiacol-Sulphonate of)

A water-soluble form of guaiacol. According to the U. S. Dispensatory (18th ed., p. 1675), guaiacol acts "by forming compounds in the blood with the toxic by-products of the tubercle bacillus and aiding their elimination."

Thiocol is employed in phthisis, chronic coughs and chronic catarrhs of the gastro-intestinal and genitourinary tracts. Three forms of Thiocol are on the market: Powder; 5 grn. Tablets; and Syrup (with working formula on every label) containing 5 grn. Thiocol in a fluid dram.

### Dionin (Ethyl-morphine Hydro-)

Cough sedative, antispasmodic, and analgesic. Prescribed in the treatment of bronchial and phthisical coughs, and for combating pain in gynecological cases; also in chronic morphinism. Dionin may be had in powder form or in 1 grn. tablets.

### **Orexine Tannate**

(Phenyldihydroquinazoline Tannate, KALLE)

An efficient appetizer and gastric tonic. Orexoids (4 grn. tablets of Orexine Tannate under the label of Merck & Co.) are on the market as well as the powder form.

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### The Drug Market.

OPIUM has declined during the month about 5 cts. per lb. Offerings from abroad are larger than usual, and the market here is uninteresting. The impression seems to be that the crop will be somewhere about seven thousand cases, but from ten to fifteen hundred can probably be taken from this estimate, and this will be about the average amount.

MORPHINE—The battle in this article goes cheerily on. Manufacturers are still trying to drive each other out of the business, so far as this article is concerned, but with the capital back of the various houses, it is merely a question of how soon they may get together on a price and so stop ruinous competition. Every ounce of Morphine sold shows a loss, but where one has plenty of money, small losses incurred in the carrying out of a principle, amount to very little.

QUININE-Manufacturers' prices still remain unchanged, but the jobbing demand is so small that the article is without interest. The last auction sale in London passed off at unchanged prices, and the bulk of the offerings were sold. The next Amsterdam sale is on the 7th of June, and holders expect an advance in price, but in all probability they will be disappointed, as at this season of the year an advance in Quinine is hard to work up. Bark shipments from Java show an increase for the first half of May, the shipments amounting to 470,000 pounds during this period, in comparison with 580,000 pounds for the entire month of April. London stocks of Quinine on May I were nearly 3,500,000 ozs., as compared with 2,250,000 ozs. on May 1, '99.

ACETANILID still continues to sell at the previous low range of figures. Competition keeps manufacturers from marking up their prices, but they will not enter contracts at present figures.

CITRIC ACID seems to be on the verge of an advance. No large sales are reported, but there has been quite an accumulation of stock at present figures in anticipation of an immediate advance. This is liable to be 2 or 3 cts. per lb.

ALCOHOL slightly lower, say I to 2 cts. per gal.

GASTOR OIL is very firm in this market and a further advance is quite likely, owing to scarcity of beans abroad.

COCAINE—No new features are to be remarked in this article during the month. The market appears to be strong, but there must of necessity come a reduction before very long, and a return to former low prices is more than probable.

COD LIVER OIL—Business is very light, but owing to the fact that the catch is but little smaller than the average during the past ten years, there seems to be no satisfactory reason for present high prices, which are high in comparison with the average some years back. With what Oil there was on hand, and with the catch of this year, there should be no scarcity in the product for next season. The catch for this year, for the period ending April 25, was about eight and one half million fish, producing about eleven thousand hectoliters of refined Cod Liver Oil. This is in comparison with fifteen million fish, producing nineteen thousand hectoliters of Oil on the same date last year, but is, on the other hand, equal to the average during the past ten years.

to the average during the past ten years.

CUTTLE BONE still continues very high.

About 24 cts. is asking price for straps of four

Doxes.

Lycopodium—Price still on the basis of 60

to 65 cts.

NAPHTHALINE—Which has been very firm in price, has, on account of recent large shipments, declined materially, and last year's pinch will not probably be witnessed this year.

VANILLIN is selling on the basis of \$1.50 per oz., which is considerably lower than former

asking prices.

Brans—Vanillas, Mexicans, are very firm in price. Tahiti has been steadily gaining in favor and advancing in price. They and Bourbons are attracting considerable attention, owing to the fact that they are a good substitute for the Mexican to a certain extent at least, and in connection with the Mexicans, produce a very fine article of extract at very satisfactory price.

ESSENTIAL OILS—Anise has been steadily declining for some time, and is now at fully as low a price as has ever been known. Cloves are somewhat lowers. Cassia is also declining

quite materially.

GUMS—Camphor has experienced another advance of I ct. per lb. The advance was fully expected, even 2 or 3 cts. per lb. was looked upon as possible, and still we are told the end is not yet.

HERBS AND LEAVES—Buchus are declining, owing to the aspect of South African affairs, and fully 10 cts. per lb. has been knocked off

the price.

Roots—Under this head but small changes have occurred. Goldenseal is somewhat weaker, but this is the only article of any note about which anything of importance can be said.

AS GOOD AS THE \$150 ONE.

Detroit Tobaco Co.,

Hopewell, N. J., April 20, 1900.

The Registar and cigars received. I am very much pleased with them. I now have two Registars in my store and yours does the same work as the one I paid \$150 for last year. I think I can use another one some time later in the season.

Respectfully, GEO. E. PIERSON, Wholesale and Retail Druggist.

The Erie Specialty Co., Erie, Pa., has just published its new 1900 catalogue. It is a model in catalogue making. Every druggist will find it filled with articles and utensils needed in his pharmacy if he wishes to keep it up to date. You had best send for a copy.

for 25c. Business, Canada's most practical business monthly, now in its fifth year, makes this astonishing offer, with the view of adding quickly 5000 new subscribers to its lists Business, regularly published at \$1.00 per year, for twelve months from date for 25c. Stamps, coin or money order. Business covers its field acceptably, as evidenced by its continued growth and its publishers merit the success achieved."—Fourth Estate. Address, The J. S. Robertson Co., Mail Building, Toronto, Canada.

#### CHANGE OF PRICES.

The Antikammia Chemical Co. of St. Louis made an advance in the prices of its products, May II. The move was necessitated by the increased revenue tax placed on antikammia preparations, the tax now being 3.3-4 cts. on each ounce. The following prices are now in force: 500 ozs. to one address, one shipment, \$420; 100 ozs., \$88; 25 ozs., \$23; 10 ozs., \$9.25.

### INVALUABLE.

Preparations that should be in every house-hold. They will save you many a Doctor's bill, viz., Dr. Harrison's Peristaltic Lozenges for Constipation, the best remedy ever prepared, and Dr. Harrison's Diarrhoea Cure, which has never failed to make a cure when all other remedies have failed. See ad. in another column.—Adv.

### Bamacea

A panacea for burns, scalds, bruises and chafing. Prevents sun burns from blustering and

GIVES INSTANT RELIEF.

Price, 10c., 25c., \$1.00: 1/3 % to trade. Trial box to druggists Free.

THE BAMACEA CO., Grocers' Exchange, BOSTON, MASS.

# ORANGE SODA.

YOU MAKE A GREAT MISTAKE
IF YOU FAIL TO TRY\_\_\_\_\_

### Aromatic Tincture of Orange, W. & P.

This tincture is made from fresh Florida and California oranges, and contains no chemicals or oils. There is no orange extract on the market that gives more delicious flavor; just like the fresh ripe juicy fruit.

#### FORMULA.

\$1.00 per pint.

Makes 8 gallons of syrup.

SAMPLES SENT ON APPLICATION TO

WEEKS & POTTER CO.,

BOSTON, MASS.

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Don't forget to mention Spatula when writing advertisers.



Anything from a store stool to a most complete drug store outfit can be had from us right at prices that are right. High Grade Orug Fixtures a Specialty.

"20TH CENTURY FIXTURES" is the name of our Latest Catalogue. 240 pages; size 7½ x 11 in. Mailed on receipt of 25c. only. A complete book of store fittings worth many times its price to any merchant. A BOOK OF INFORMATION.

Send for circular of the KARE SAESTY ABBUSTABLE.

Send for circular of the KADE SAFETY ADJUSTABLE BRACKETS. Wrought Steel. Strong, Light, Safe and Artistic. KADF HYGIENIC SODA FOUNTAINS.

#### M. WINTER LUMBER CO. ESTABLISHED 1865.

112 No. 8th Street, Sheboygan, Wis, U. 8. "Winter Skine," The Wonder Furniture Polish. Sheboygan, Wis, U. S. A. <del>199999999999999999</del>

### The Pepular New England Beverage for 1900 BARDWELL'S Unparalleled Root Beer.

From ice-cold steins, kept cold in Bardwell's coolers. (Design patent, 31737.) This ware is of beautiful Flemish Gray with blue trimmings and forms a most attrac-



tive addition to any soda fountain and will sell the which is unequalquality, and its sale wherever introduced has been phenomenal.

The price of Bardwell's Root Beer pays double the profit that Boda Water does and everybody drinks it. An outfit, consisting of Bardwell's Root Beer Cooler-Patent 81737—Bardwell's Root Beer Pitcher, Six of Bardwell's elegant Steins, Five Gallons of Bardwell's Root Beer Syrup, sufficient syrup to make Fifty Gallons of Bardwell's unequalled Root Beer. Twenty-five dollars, -928.00. At all wholesalers.

CHARLES E. BARDWELL, HOLYOKE; Mai

# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scatterng about counter

FREE

your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

## Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. —17 ots. profit on each bottle if bought in 3-dos. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.

Do not forget us when writing advertisers.

### HOW TO MAKE TABLETS.

A treatise on the manufacture by retail druggists, of all kinds of compressed tablets, together with a large numb r of practical formulæ. By mail, 25c.; with the Spatula one year. \$1.00.

### Hires' Work on Extracts.

"Recipes for the Manufacture of Flavoring Extracts, Toilet Waters, Cologne, Bay Rum, etc., etc." By Chas. E. Hirks, Author of Hires' Root Beer. It gives not only many valuable recipes, but full information as to the best methods of making the articles. It is not so voluminous as practical. Each formula is "workable" and the product salable. Bound in cloth. By mail, 80e.; with the "Spatula" \$1,40. Given for two new names.

### GENERAL INFORMATION

published monthly at 255 Main St., Binghamton, N. Y., tells subscribers where to buy mail order goods at wholesale. How to advertise successfully. Exposes postal frauds. Inserts clean ads. at 10c. a line (no discount), cash with order. THREE MONTHS on trial 10c. None free. One dollar per year.

### To make your SDDA DEPARTMENT may.

Your man in charge needs our

#### **BEVERAGES.** MANIIAI

We mail it free on request.

SMITH & PAINTER. Wilmington, Del.

### DR. HARRISON'S 1900. 1832. iarrhoea Cure.

The figures and words which constitute the title of this advertisement are stronger arguments than can honestly be made by any other preparation on the Market to-day. For Sixty-Eight years it has been bringing about cures, wherever and whenever tried. It is a remedy that you can guarantee absolutely to do just as it claims. The DR. HARRISON'S remedies have been for SIXTY-EIGHT years the STANDARD in every household. For Druggists to handle them and push them hard means more business and more SATISFIED customers.

WRITE FOR OUR SPECIAL PROPOSITION

which embodies special value and considerable advertising of your business as a druggist Simply send us your disposition of our special plan and we will ship the goods through jobber and will send advertising matter direct.

E. HARRISON ALLISON, Proprietor,

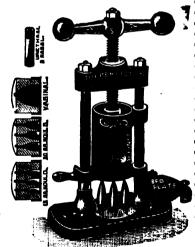
No. 788 Massachusetts Ave.,

Cambridge, Mass.

### We do not sell

our booklet which tells all about the Perfection Suppository Machine and a lot of other specialties we make. We send it gladly to any druggist who is interested enough to drop us a postal.

This booklet will tell you why the "Per-FECTION" is the best suppository mould made, and how much it costs, and how much it will It will also tell you some interesting facts about the "Pearl" Suppository and "Little Diamond" Tablet Machines, Automatic Funnels, Bottle Washers, Ointment Blocks, Rubber Covered Spatulas, Pill Rollers



and Cutters, Powder Dividers and many other specialties.

FOX. FULTZ & CO., 31 Warren St., N. Y. 18 Blackstone St., Boston. Sole Manufacturers

<del>\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*</del> When writing mention SPATULA. It will do us all good.

### FREE! GIVEN AWAY!



Detailed Self-Adding Solid Nickel Case

# Cash Register.

TO THE TRADE:

With 1,000 of our best 5-cent cigars at \$39 00 per M., we will send free a solid nickeled case, detailed Self Adding Cash Register, equal to registers heretofore sold for \$17500 and upward.

The cigars are equal to any 5-cent cigar on the market.

Terms: 30 days, less 2 per cent. 10 days.

### Description of Cash Register.

Size, 21 inches high, 17 inches deep, and 19 inches wide. Weight, 85 lbs. Solid nickel case of handsome design. Tablets display from both front and rear. The money drawer is highly polished inside. Both the exterior and interior of this machine are the best that can be produced. Warranted for five years. All the work is done on wheels, and it sets to zero with a key in a moment's time. The tablets are large and conspicuous—a black

figure on a white enameled background. We have two styles of keyboards. When ordering please state if you use penny keys, or whether 5 cents is the lowest denomination you use.

This is a stupendous offer, and many who read this advertisement will be incredulous.

Do not be influenced by agents of high-priced registers, but send for one of our registers and 1,000 cigars at \$30.00. Then compare and JUDGE FOR YOURSELF, and if register is not equal to the best in style, finish an utility, return it to us. We assure you that everything is as represented.

Very respectfully, DETROIT TOBACCO CO., DETROIT, MICH.

### Our Guarantee.

To any responsible merchant in the United States we will ship both register and cigars on seven days' trial.

If the cigars are not satisfactory or you do not consider the register equal to any that the National Cash Register Co., of Dayton, Ohio, sell for \$175.00, you can return both register and cigars to us.

Remember, \$39.00 includes both the cash register and cigars.

Why pay \$175.00 for a cash register when you can get one

Sign and return the order blank and the goods will go promptly forward on seven days' trial.

The "World" is covered by five U.S. patents. It does not The "World" is covered by five U. S. patents. It does not infringe on other patents. We protect users against infringement by our written guarantee. We are responsible. Have been in business here for fitteen years. Rated in Bradstreet's Mercantile Agency at \$50,000.00, and refer you to any bank or business house in this city. Don't buy or accept as a premium any cash register until you have tried ours seven days.

#### ORDER BLANK.

Detroit Tobacco Co., Detroit, Mich. Terms:
Ship as acon as possible \$19 50, 30 days
1,000 cigars at \$39.00 per thousand, 19.50, 60 days
including one cash register.

If goods do not suit, I agree to return same to you on or before seven days from date they are received from transportation company.

If goods are retained after above mentioned time, it shall constitute the acceptance of same, and I will remit as per above terms.

| Signature of purchaser, |
|-------------------------|
| •••••                   |
| Town                    |
| CountyState             |

Please mention SPATULA.

# ce Cream for the... Fountain.

RICH. ... SMOOTH. ... VELVETY.

EXQUISITELY DELICIOUS AND RELISHABLE.

### Spatula Readers

Who take advantage of this offer can capture the best of the trade and make a royal profit, as ice cream can be made at



### Half the Cost

And every way better than the old way by using:..

### JUNKET CREAM TABLETS.

We will send, postpaid, for 10 cents enough tablets to make four gallons ice cream, or 100 tablets to make 100 gallons, postpaid, \$2.00.

CHR. HANSEN'S LABORATORY,

BOX 1241.

LITTLE FALLS, N. Y.

When writing advertisers please add the word SPATULA.

# (Designed especially for use in the Shop and Laboratory.)

Comprising Labels for practically all the Drugs, Chemicals, and preparations of the United States Pharmacopoeia and the National Formulary, together with many for drugs in the British Pharmacopoeia, and for a large

number of unofficial articles, utensils, apparatus,

etc., in all over 2,000 labels.

COMPILED BY

# PROFESSOR WILBUR L. SCOVILLE, Ph. C.

Of the Massachusetts College of Pharmacy.

Part I.—Labels for Drugs in Pharmacopoeia

Part II.—Labels for Drugs in National Formulary. Part IV.—Labels for Utensils, etc. Part III.—Labels for Unofficial Drugs.

THE SPATULA PUBLISHING CO. BOSTON, MASS.

Price, postpaid, \$1.00. Price, postpaid, with Spatula one year to any one not already a subscriber, \$1.00: To subscribers, with the Spatula one year, \$1.50; without the Spatula, \$1.00. 7077 011017 D107 OF OROS OR 4010 D1077

| SODII. IODID.  | Sodii. Nitras.  | Sodii. Nitris.      | Sodii. Phosph.  | Sodii. Pyrophos.  | Sodii. Salicylas. | Sodii. Sulphas.    |
|----------------|-----------------|---------------------|-----------------|-------------------|-------------------|--------------------|
| Sodii. Bromid. | SODII. CARB.    | Sodii. Carb. Exsic. | SODII. CHLORAS. | SODII. CHLORID.   | Sodii. Hypophos.  | Sodii. Hyposulph.  |
| Sodii. Acetas. | Sodii. Arsenas. | Sodii. Benzoas.     | Sodii. Bicarb.  | Sodii. Bisulphis. | Sodii. Boras.     | sodii. Boras Pulb. |

SPATULA LABEL BOOK.



DRUGGISTS, AIM TO PLEASE YOUR CUSTOMERS.

WHEN A LINIMENT IS CALLED FOR. SELL

FOR 25 YEARS



FOR 25 CENTS

PER BOTTLE

### We Warrant it to Give Satisfaction

Requests for advertising matter promptly supplied.

OR REFUND MONEY.

Quality, Quantity and Profit Right.

MINARD'S LINIMENT MANUFACTURING CO., - BOSTON, MASS.

## HIGH-GRADE Soda Water Apparatus

### FEW POINTERS.

|               | A FEW POINTERS.                                      |
|---------------|--|
| • •           | ARE—   |
|               | The Pioneer Carbonators and manufacturers.           |
| WE            | CLAIM—   |
| ,<br>         | Originality, Excellence and Superiority.             |
| WE.           | BUILD——  |
| १<br>च्या     | The Largest and most practical fountain.             |
| м т           | The most convenient and economical system.           |
| र<br>सरस्य    | WILL——   |
| 14 12         | Substantially warrant all of our apparatus.          |
| WE            | OFFER—   |
| x             | Moderate prices, also very liberal terms.            |
| WE            | ONLY——   |
| 1             | Offer the very highest grade obtainable.             |
| WE            | MUST   |
| ı             | Sell surplus stock of second-hand apparatus.         |
| WE            | WANT-  |
| )<br>         | To quote some special inducements to you.            |
| WE,           | CAN————————————————————————————————————              |
| ۱<br>الا ۱۹۲۲ | With improved facilities fill orders promptly.  MAKE |
| AA 157        | The Automatic and continuous carbonator.             |
| WR.           | MAIL-  |
| 44 15         | A Portfolio illustrated in colors. FREE.             |

OFFICE, 930 Arch St., Philadelphia, Pa

Den't forget to mention SPATULA when writing advertisers.

<mark>Biograminal despectations and despectations and despectations and an experimental despectation and</mark>

### PREVENTS A GREAT DANGER.

The spread of contagion by the common house fly is best guarded against by "Tangle-foot" sealed sticky fly paper, which catches the fly and the disease germs it carries, and coats them with a varnish from which escape is impossible. This staple article is so well advertised and its sale is so thoroughly pushed that it is known the world over. It recommends itself at once. Dealers run no risk in laying in a stock, and the terms of sale afford a good profit. It may be termed a valuable cash asset. All jobbers in druggists' goods handle "Tanglefoot."

### RIGHT ALONG.

Enclosed find my check for \$2.00 to apply on my subscription for your splendid paper. I do not know just how my account stands with you, but if this amount pays in advance it's all right any way for I want the SPATULA right along.

B. J. MCCAUSLAND.

Montrose, Pa., April 28, 1900.

### AS LONG AS IN BUSINESS.

Enclosed find \$1.00 to pay my subscription to SPATULA. I want to take it as long as I am connected with the drug business.

L. W. MARSHALL.

Lexington, Mo., April 24, 1900.

"A merry heart that does good like medicine," and merriment at meals is better than pepsin for digestion. This is a trite saying, but the invalid cannot indulge in merriment.

Yet if he will use G. O. Taylor Old Bourbon, or G. O. Taylor Pure Rye Whtskey, he will soon gain strength and become merry in heart. Pure goods are the only ones that should be used, and for wholesomeness and purity and medicinal virtue, the G. O. Taylor stands at the head. Licensed dealers generally sell them. See that our firm name is on the label and over the cork. Sealed bottles only. CHESTER H. CRAVES & SONS, Sole Proprietors, Boston, Mass.

# G.O.TAYLOR WHISKIES

First Sold May, 1873.

BOTTLED
MEDICINALLY PURE.

For MEDICAL PRACTITIONERS' PRESCRIPTIONS

EVERYWHERE

REJECT SUBSTITUTES.

CENUINE has our FIRM NAME on FACE
and NECK LABEL

Shute Strong water



### WRITE RIGHT NOW.

Now is the time of year when all druggists are shining up their soda fountains preparatory to the soda season, and the thought that occupies their minds is "How shall I do more business at my fountain than my competitor?" The answer is to treat your patron better and you can do this in no better way than to serve the Duroy Soda Flavors. These come in syrup form, all flavors being constantly kept in stock by the manufacturers. made by a special process from wines that have been fermented from choice, ripe fruit. These syrups are non-alcoholic and delightfully pleasing to your most fastidious patron. The Duroy & Haines Co., of Sanduskey, O., are the manufacturers, and they have issued a book of formulas which they send free to any Write to them mentioning the SPATULA and we are sure you will be much pleased at the result.

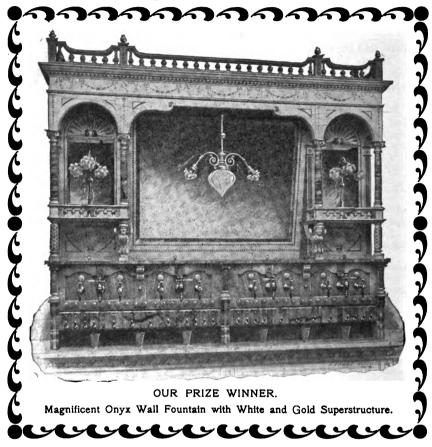
### APPRECIATED.

I appreciate the visits of the SPATULA.
A. B. JONES.
Lebanon, Ind., April 12, 1900.

### Triumph at Export Exposition! Silver Medal, - Highest Prize,

SOLE AND ONLY AWARD FOR SODA FOUNTAINS!!
CARRIED OFF BY OUR POLAR SYSTEM!!

The Trust Got Nothing,—No Merit.



At every exhibition where the Soda Fountain Trust has competed with our apparatus, we have carried off the first prizes. In fact, in every contest we have had with the Trust we have been victorious. We have placed most important contracts in spite of their bitter competition and misrepresentation of our fountains. We beat them in a patent suit in which they spent three years of valuable time and upwards of five thousand dollars trying to prevent by injunction the sale of our fountains.

PICK A WINNER FOR 1900 When you buy the new fountain. Don't buy an outclassed Trust make. Get the apparatus that the competent and disinterested judges of the National Export Exposition decided to be the best now on the market, viz., GREEN'S POLAR SYSTEM. Send for Catalogue of elegant designs if thinking of buying a soda fountain or exchanging your present fountain, and for our Illustrated List of Seconds if you want to "make a show" at small cost, or are "doubtful whether soda would pay," and don't care to invest much money to try the venture.

### ROBERT M. CREEN & SONS.

Factory and Onyx Works, 1413 to 1417 VINE ST., PHILADELPHIA, PA.

Please add "SPATULA" to your letters.

THE PRICE OF

Hood's Tooth Powder, Small, 15 \$1.75 per Dozen.

Hood's Tooth Powder, Large, \$3.00 Per Dozen.

Hood's Medicated Soap, 25c. size, \$2.00 per dozen.

Hood's Medicated Soap, roc. trial size, \$1.00 per dozen.

### Hood's Olive Ointment,

25c. size, \$2.00 ber dozen.

And jobbers are allowed to give you a discount of 5 per cent. from these prices on \$20.00 lots assorted.

The above articles sell well in the summer because they give so much comfort and satisfaction to your customers. You can recommend Hood's Medicated Soap, Hood's Tooth Powder and Hood's Olive Ointment, with perfect confidence that they will do all that is claimed for them. Kindly notice that the prices give you a handsome profit on these articles. They are prepared only by

C. I. HOOD & CO., Lowell, Mass.

# DRUGGISTS' ORDERS

For Liquors receive prompt attention at our hands.

### CLARKE, RILEY & CO.,

SUCCESSORS TO I. D. RICHARDS & SONS,

35 & 37 Commercial St.,

Established 1820.

BOSTON.

# National Institute of Pharmacy

### A System of Home Study.

Printed Lectures by Mail.

Simple, Thorough and Inexpensive.

Endorsed by Members of Every Board of Pharmacy.

Announcement giving particulars, Terms, etc., upon application.

Dearborn and Harrison Streets, CHICAGO, ILL.

### BOTTLE STOPPERS.

COLLAPSIBLE TUBES.

Pill Machines

Pill Compressors.

Suppository and Bougle Moulds.



Metal
Syringes.
Breast
Pumps.
Collapsing
Drinking
Cups.
Caps for
Screw-neck
Bottles.

Order from your wholesale dealer.

A. H. WIRZ,
913 TO 917 CHERRY STREET,
PHILADELPHIA, PA.

NEW YORK Representative, FRANK P. WISNER, 101 Beekman St.

Ifiyou mention the SPATULA it will do us all good.

FOR HE DOTH GIVE US BOLD ADVERTISEMENT." "MORE LIGHT."-Goethe,



Write for complete Catalogue to

### THOS. HUCHES.

### Up-to-Date Druggists use



### Marston's Machine Folded Powder Papers.

They not only save time and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

| Numbers. | Price<br>per 1000 | Size<br>when folded.          |
|----------|-------------------|-------------------------------|
| 1        | .30               | 1% x %                        |
| 3        | -45               | 2 7-16X %                     |
| \$_      | .50               | 27, X 1 1-16                  |
| 5-B      | .50<br>.70        | 2% X 1 1-16<br>3 3-16X3 13-16 |
| 6-B      | .70               | 3 3-16x3 13-16                |

Estimates for any size and quantity furnished upon application. Special con-Special contracts made with large man-ufacturers of Rochelle and Headache powders

Samples sent FREE on application by mentioning THE SPATULA. For sale by all wholesale druggists and dealers in druggists' sundries.

A. L. SOUTHER, Gen'l Agent, 73 GREEN ST., BOSTON, MASS.

### "How to Become Registered."

A guide teaching you plainly how, when and what to study to pass the State Board Examination successfully. Postpaid, 50c.; with THE SPATULA one year, \$1.10.

### CORKS! CORKS! CORKS!

**W**RITE us for Samples and Prices.

OUR GOODS ARE CUT FROM ONLY FINEST GROWTH OF CORK BARK, IMPORTED AND SELECTED BY US.

### American Cork Co.

67 BLACKSTONE ST..

Boston, Mass.

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### **BE BUSINESS-LIKE**

The Book-Keeper is a handsome illustrated magazine of 200 pages for Business Men. No up-to-date druggist can afford to be without it. It will save him many times its cost. Subscription only \$1.00 per year

137 8 two-cent stamps will bring a trial subscription for three months. Address exactly: The Book-Keeper, 174 Campus Bidg., Detroit, Mich.

Do not forget us when writing advertisers.

We will send you one of the most useful little books ever published for 50c., stamps or money order.

\*\*\*

### Some Things the Book Tells About.

Advertising, Judicious and Otherwise. Banks, Bank Accommodations, Loans, Notes, Certificates

Books, Opening, Keeping, etc.
Business Counsel, to Whom to Apply.
Business Success, Competition, Correspon-

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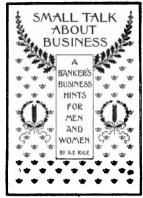
Checks, Undue Fretting and Worrying over. Checks, Drafts, Notes, Mortgages, etc. Competition in Business; Collisions; Freesing Out.
Credits and Collections; What Causes Ex-

travagance.
Deeds, Documents, Agreements.
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Will, etc. Farmers in Business, Caution and Capital Needed.

Financiering, Manifold Details of. Frauds, Traps, Impostors, Steering Clear of. Insurance, Fire, Lite, Accident, Advantages of. Landlord and Tenant, Mutual Rights and Duties of.

Read the headings oulled from the mass of moneysaving hints which it contains.



Promptly mailed upon receipt of

50 cents

STAMPS OR MONEY ORDER.

Every enterprising business man will learn something from reading this book .- Editor, The Journal.

888 Some Things the

Book Tells About.

esser Profits, How Dealers are Deceived in. Letter Writing, Addressing, Mailing. Loans and Securities; How to Examine Titles. Partnership.

Professional Men, Neglectful of Business.
Property, Buying, Selling, Securing.
Push in Business, Advertising, Overspeeding. Remittances, How to Make; Checks and

Drafts. Rest and Recreation; the Danger of Collapse. Savings and Investments: How Small Savings Grow.

Signatures, Use and Abuse of; Adopting Style of

Specialists and Specializing, Advantageses of. Speculation, Evils of; The Chances Against Success

Trade of Profession, Advantages of. Traveling, Caution and Precaution in. Trustees, Treasurers, Trust Funds. Trustees, Treasurers, Trust Funds. Wills, Making, and Caring for. Wives, Provision and Provision for. Women and Children, Equipping for Business.

### LEXINGTON PUBLISHING COMPANY.

Lexington, Mass.

### LANDERS' IMPROYED **VAGINAL DOUCHE.**

New, Patented, and just put on the market.

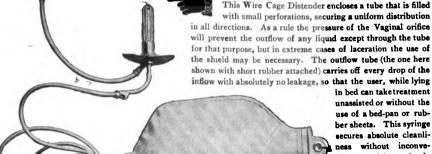


Illustration showing the Douche when attached to the Fountain.

in bed can take treatment unassisted or without the use of a bed-pan or rubber sheets. This syringe secures absolute cleanliness without inconvenience, and is so simple in construction that it can be taken apart and cleaned in a moment. Every druggist should carry it in stock.

McKESSON & ROBBINS, Wholesale Agents, New York.

When writing advertisers please add the word Spatula.

### IMPERVIOUS DRUG BOXES

In Strength, Lightness and Beauty of Finish, Superior

oz. to 16 oz. Black Walnut and Silver Poplar. Buy of Wholesale Bruggists. MOUNT WASHINGTON BOX CO. PRESTON & MERRILL, Prop's, Boston, Masse.

### Dlacards.

Exactly what you want for your Soda Fountain, your counter, your shelves and your win-Each placard is 7 x 11 inches, is printed on excellent quality 6-ply coated card board, in rich dark blue ink, and is neat and handsome. They are the prettiest thing of the kind you ever saw.

### **OUR SPONGES** Are Expansionists

### LIST OF SIGNS. ORDER BY NUMBER ONLY.

Dainty Soaps at dainty prices. Soda Water. Palate pleasing. Hot Water Bags. Quality Right, Price Right.

Did your doctor recommend an Atomizer of Good Spices—our kind—the best kind.

Nursery needs.

-Nursery needs.
-Many smokers buy their smokes here.
-Toilet helps. Odd things at odd prices.
-Everything for baby's toilet.
-Soap cases. Handsome and moderate.
-Hot Water Bags at low prices.

-Dependable Atomizers.

-Our Sponges are expansionists. -Atomizers. All the wanted kinds.

Perspiring humanity relieved at our fountain.

15—Perspiring numanity reneved at our nonlinear.

15—Worth hair brushes. Long bristles, solid backs.

17—Soda water, bright, sparkling, cold, refreshing.

18—Richest novelties in tollet goods.

A big headache stopped for a little money.

Too hot to hurry. Rest at our fountain

Good Morning! Want a lemon phosphate?

Try our soda, there is no better.

Vacation and traveling hints in our cases.

24—Chocolate soda, rich and creamy. 25—Hair Brushes. Luxurious goods, necessity prices.

Entire set of 25, \$1.25; with the Spatula one year, \$2.00.

Selection of any 10, 75c.; with the Spatula one year, \$1.50.

Any single card, 10 cents.

837 Special signs will be printed to order at reasonable prices.

THE SPATULA, 74 India St., Boston.

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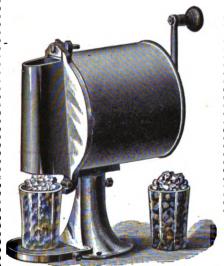
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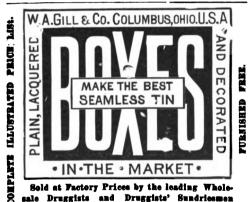
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The "CLEANFONT" NURSING BOTTLES and NIPPLES have been on the market for a long time. Their merits are well known, as is shown by their large and steady sale, and we are now able to announce a reduction in price, which will increase their sale and benefit all concerned. To retail at 25 cents.

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The "CLEANFONT" has three marked advantages over any other nursing bottle. It is vented;

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Price List on application.

Every Scale has our name stamped upon it — none others are genuine.

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Any paid-up subscriber to the Spatula may have inserted one time in this column free of charge, a notice of four lines calling attention to any article which he may wish to sell or exchange with a fellow throught. Others may have low druggist. Others may have similar notices inserted on the payment in advance of 50 cents per issue. Each additional line 10 cts

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BAND.

### IT IS A HEAVEN-BESTOWED RIGHT OF EVERY MAN TO IMPROVE HIS CONDITION.



the destiny of each and every one is largely, if not entirely, in his own hands. In this I am referring to business chances probable and possible. A business, under cer-

tain limitations, is what you make it. Of course everyone is in business for the profits obtainable. These must exist in reasonable amount, or the business ceases to exist.

These are well known business axioms. But here is one not so well known. Or, if known, not well acted upon by the retail druggists, and that is:

To make all goods appear to their best possible advantage to the purchaser. There's an easy way to do this. There's also a hard way. Ninetimes out of ten the druggist selects the hard way. Why?

Because at the outset the easy way entails the expenditure of a few more dollars. This conflicts with his teachings on economy. It adds a few cents daily to his expenses. It should add some dollars daily to his profits.

Fear of the necessary expenditure to make his store the most desirable in his town or city deprives him of profits which would often turn a struggling enterprise into a most flourishing and prosperous one.

A druggist in seeking trade formerly regarded his neighbor druggists as his only competitors. His operations, offensive and

defensive, were directed against this source of competition. He must, to-day, however, embrace nearly all lines. Not that he keeps their goods, but that they have encroached on his, in some branches at least.

You may say it is at present the druggist against the field. Now, what feature sustains him against the field of competition? The quite general belief that the druggist deals in better goods. Should he not do everything in his power to foster this belief?

Does he do this? Unfortunately for his interests and contrary to advice given him a hundred times, in most instances he has not. That is, the other fellow reaches for his bread and butter and he doesn't move a hand to stay him.

Now, I am having my customers put up a fight that secures them a much larger share of what belongs to them.

That they are getting it is evidenced by reports from every section of the country confirming it. Do you want a larger share of this trade yourself? Although a yankee, I don't guess. I know I can aid you in getting it. By our united efforts we can make your business far more profitable than it is to-day,

Show me the location. I'll show you the trade.

The present is always the best time to seize the opportunity.

I am awaiting to hear your call.

C. H. BANGS, Pres.

C. H. BANGS DRUGGISTS, FIXTURE CO.

Jewellers' Building, Boston, Mass-

# A NOVELTY SODA BOOKLETS.

We have endeavored to secure a piece of advertising, in this Soda Booklet, which should present all features in the way of printing, novel effect and illustrations of expeusive, high-class, advertising literature and yet secure a product which could be sold to the retail druggist at a consistent price, and a price he could afford to pay.

This Booklet was gotten out at a large expense and in large quantities, and the idea is to sell them in single thousands to druggists with their name printed on them.

The text is strongly written in terse, forceful English bringing out the desirable points of good soda, attractively and convincingly; it is specific, yet sufficiently general in nature to fit any store where soda is sold.

In appearance and general effect we have never seen a more attractive or stronger effort. The booklet is cut out in the shape of a glass of soda, and a half-tone reproduction of a glass of soda just fitting the size gives it a life-like appearance, and tells a strong story in a glance. The front and back covers are alike, securing double effectiveness and the reproduction is in a soft brown ink on a coated book paper, the druggist's name and address being printed in red over this. There are eight pages besides the cover, and the interior is printed in an attractive typographical arrangement on handsome antique book paper, in a rich shade of green. There is an appropriate illustration on every page and the entire effect is pleasing and sure to create a favorable impression.

To say nothing about increasing your soda trade, these booklets can't help but stimulate your

general business.

### \$15.00 FOR 1000.

### \$10.00 FOR EACH ADDITIONAL THOUSAND.

with no extra charge for printing your name. We can only make this astonishingly low price by printing them in large quantities, for a single thousand such booklets could not be gotten out for much less than sixty dollars.

This is very evidently a good chance to get one of the best efforts of the times at a small price and we anticipate a big demand. The booklets will be sent C.O.D.

A sample for the asking.

THE SPATULA, Boston, Mass.

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Are made of Manilla Paper, thoroughly saturated with hot paraffine wax of high melting point, and are entirely FREE FROM TASTE OR ODOR. They can affect neither the quality nor taste of anything ever used as a drink. Every straw is sweet, clean and perfect.

### Stone's Patent Julep Straws

Can be used but once as they always show the marks of use. But one straw is necessary for each drink. No cracked or musty straws. No time is wasted in hunting for perfect straws. They are CHEAPER and BETTER than natural straws. Their use assures Health, Cleanliness and Economy.

I refer to all reputable druggists in the country who use them at soda fountains in preference to natural straws. All first-class clubs, hotels, saloons, restaurants, etc., use my straws. If you try them once, you will use them always.

### I DO NOT SELL AT RETAIL.

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The attention of the trade is called to the fact that artificial paper straws were first invented and introduced by the undersigned, who is still the sole manufacturer, and that they are fully protected by Patent No. 375,962, dated January 3, 1888, covering broadly any and every straw made of paper in imitation of the natural straw. Any infringement of the rights granted by this patent will be promptly prosecuted to the full extent of the law.

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One dessertspoonful of this Elixir contains two grains of Terpin Hydrate, and one twenty-fourth of a grain of Heroin.

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If you don't know all about them, let us send you free samples and full information. : : :

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### THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. VI

Boston, June, 1900

Editors and Publishers.

No. 9

### The Spatula

An illustrated magazine devoted to the business and protessional interests of druggists.

THE SPATULA PUBLISHING CO.,

| PROFESSOR W. L. SCOVILLE,   |  |     |     |     | . Pharmaceutical Edito |    |     |            | aceutical Editor |
|-----------------------------|--|-----|-----|-----|------------------------|----|-----|------------|------------------|
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THE SPATULA PUBLISHING Co.,

Telephone, Boston 1127-. 74 India Street, Boston.

La Duplicates of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

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AMMANYHall
in New York
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of its political
power from its
personal interest in its constituency.
Does one of
the poorest
and most obscure voters in
that great city
get into trouble through

sickness, death, lack of work or indiscretion? One of the ward politicians knows it immediately and offers his sympathy; and if needed, substantial help. When election time comes he knows how that man will vote, and he can depend upon him. Interest and sympathy go a long way even in business. Particularly in a retail business. The business man who shows an interest in a community, is apt to get the support of that community.

### "Catching Cold."

Recent studies by the medical fra-

ternity incline to the view that the common cold is "caught," not from wet feet or draughts of air, et cetera, but from micro-organisms. It is well known that campers and hunters in the wilds of nature will undergo an amount of exposure which in a city would be likely to result in a "death o' cold," but beyond a little temporary stiffness of the muscles they do not suffer from such exposure. Let them return to civilization, however, and one cold in the family will go the rounds, without any aid from exposure or dampness. Absolute immunity from colds is extremely rare, but the isolation of patients with colds and catarrh has been seriously suggested.

### Better Education.

There is a strong movement for better educated pharmacists, as a class. Not that there are no pharmacists competent and capable, but that the general tone of pharmacy is much below what it should be. The recent organization of Teaching Colleges of Pharmacy, which was made at Richmond in May, is simply one of the signs of the times. It will some day answer the question, already asked by some of our State Boards, "What is a Recognized College of Pharmacy?" Then the question of registration will be modified, and the character of the apprentices in pharmacy will be advanced. Medical men complain, with too much cause, that pharmacy has not kept pace with the advances in medicine and chemistry, and a better

educated class of pharmacists will do much to hold and regain the confidence and patronage of physicians.

### "He the Twig Is Bent."

The days of four hundred years ago have still an influence upon continental pharmacists. Baffled in their first attempts at independence, and submerged by the iron hand of the law, most European apothecaries still follow their calling under restrictions which would be intolerable to American or English pharmacists. the result of "trends" started in the sixteenth century. But the English pharmacist not only stood up sturdily for his rights but asked boldly for privileges, got both, and has rejoiced in both ever since. One little law sometimes casts a long shadow, or lets in a long sunbeam. Pharmacy is . again evolving a new condition, with travail and groanings. Who can predict what the future will bring forth?

### The Use of Alcohol.

The recent experiments of Professor Atwater in his respiro-calorimeter, from which he concludes that alcohol is a food, and that a normal adult is capable of consuming about two ounces of it per day, has stimulated anew the study of this drug by physicians. Very few incline to Professor Atwater's view that alcohol is a true food, even the Professor himself considers it objectionable physically and therapeutically. Several items have appeared lately in the *Medical World* on the subject, and all agree in depre-

cating its use even in moderation. Dr. S. Woodhead states that complete abstinence from alcohol is essential to the performance of the greatest amount of work, and even a moderate indulgence detracts from the working capacity. And Dr. V. Horsley, in tracing the effect of alcohol upon the finer nerve-elements, concludes that even very small doses of alcohol, such as are taken in wines, etc., are harmful.

### Hdvertising.

Like most things advertising can be bought outright, or be earned. Advertising is simply making one's self and one's occupation known. Some depend upon printer's ink, some on

striking and novel displays, and some on their own sociability and popularity for accomplishing the purpose. The best method, in most cases, is a combination of the three. The one most neglected by pharmacists is the last. It is often the best advertisement, and certainly time and money well spent, for the druggist to get out among his fellowmen and be so-That may be "attending to ciable. business" in a very decided manner. Too many apothecaries shut themselves up to their own and their business' detriment. Printer's ink and novel attractions are valuable aids to an, attractive personality, but they cannot take the place of it.



DISPENSARY — U. S. NAVAL TRAINING STATION, NEWPORT, R. I. (From photograph contributed to the Spatula by H. P. Harrison, Hospital Steward.)

### The Pharmaceutical Press.

Puffing and advertising do not avail much. If the contents of the journal fails to give the subscriber a conviction of ability, force, courage, and real usefulness in the every-day work of the druggist, that journal is infallibly doomed; it cannot be bolstered up for long; it cannot long escape the fitting penalty of mediocrity, laziness, cowardice, or stupidity.

The result of the keen and merciless competition prevailing in pharmaceutical journalism shows itself in the very high character of the pharmacuetical press. Compare that press with the medical press or with the organs of any other calling, whether professional or commercial, and you will realize with what zeal and energy, with what knowledge and intelligence, it seeks to advance your interests, to point out every promising avenue of progress, to attack your evils, to advocate your reforms, to gird up the loins of your organizations, and send forth regularly a fund of material comprising everything profitable that you can buy, borrow, and originate. Then look about among your other pharmacuetical institutions - your boards, your colleges, your associations - and see how faulty and feeble some of them are. Granting a great proponderance of good in the work they accomplish, it cannot be denied that some of them have gaping holes in their armor. And yet barring a few wretched travesties of pharmaceutical journalism, barring a few periodicals which succeed in clinging to the skirts of a profession which repudiates and casts them off, I challenge the severest critic to find the stones with which he may justly pelt the pharmaceutical press. No, if you will stop to consider that probably not much more than half the druggists of the country take any journal at all, that the total revenue of the drug press is derived only in small measure from its subscribers, and that it is in reality the advertiser and not the druggist who supports the pharmaceutical periodicals, you will hold with me that the drug press gives you a service and a support far beyond what you pay for.

I believe that the application of newspaper methods to the pharmaceutical press has been a blessing, and I hasten to pay my tribute of admiration to those energetic men who had the courage to cast tradition to the winds and to shatter the old-time conventions of the pharmaceutical press, building up popular and successful periodicals by methods calculated to rattle, fracture, and powder the dry bones of the ancient and stereotyped journal. Although the change is not by any means an unmixed good, it has on the whole conferred. a lasting benefit on the drug press, by enforcing the need of enterprise and progress by emphasizing the ever-present danger of falling into a rut and the deadly sin of routine.

Men do not care to read papers before a few hundred when they can reach thousands through the drug press with vastly less trouble, effort, and expense. If they have an important message for their colleagues they don't want to wait a month or a year; they can choose their own time, and the entire community of druggists becomes their audience. Moreover, the reading of papers involves the expense of travel, whereas the writing of an able article is a source of income. Brains, gentlemen, are the only commodify on which you can put your own price. and I can refer you to any one of a half dozen pharmaccutical editors who will pay you anything you ask for a strong or brilliant contribution. For these reasons, though the press has most generously and loyally supported the associations, local, State, and national, giving them space without stint, and incessantly urging their benefits, the educational organizations have not been able to escape their fate nor the periodicals their success.

The pharmaceutical press may at all times be depended upon to espouse every cause and to urge every reform conducive to the wellfare of the druggists of this country.

JOSEPH HELFMAN.

### AT THE BOARDING HOUSE.

Mr. Knife: "The Hash don't look well tonight.

Mr. Fork: "No. He feels all cut up."



A NAKED FACT.

### A The Mord of Praise. A

BY HENRY BLACK.



AVE you an employee who is not giving you as good service as you think he should? If so, is it altogether his fault? Not dissipated, nor lazy, but a

sober, steady fellow whose work, from being satisfactory, has degenerated.

According to a series of articles by prominent business men recently published in a well-known periodical, the greatest fault they have to find with those who make up their working forces is that their duties are performed mechanically. This, they say, prevents the advancement of the employee. The fact is vouched for by so many men of national reputation in business circles, that it must be true, and yet, when we consider that a very large percentage of boys who enter business are sufficiently well-informed to enable them to realize the goals

that steady, intelligent work and continued endeavor place within their attainment, it seems incredible. The boy without ambition is a rara avis; he may not have anything very definite in view, but he has determined to make something of himself. Why should such a boy become a mere human machine? Is it because his employer looks upon him as such?

Of course, in a large business, it is impossible for a man to keep a friendly eye on all his employees. He is rarely likely to hear of the humbler ones unless some glaring blunder is made, when the offender is either sharply reprimanded or discharged. The employee is expected to perform his duties faithfully, and there is probably no one who knows whether he does them a little better or a! little worse than his fellows. At least he feels so. The consequence is, that unless he has an unusual amount of



HORACE AND HIS PARTNER FITZ.

(From photograph contributed by C. M. Byler, Empire, Oregon, in response to our invitation, which is yet open, for photographs of druggists' children. See editorials in February and March numbers.)

either talent or tenacity he is apt to lose sight of his ambition; he sees nothing before him but the same old work in the same old rut at the same old \$ per week; he is discouraged and his labor is half-hearted. Such a man is of infinitely less value to himself and his employer than an active, energetic, ambitious fellow.

But he is not hopeless; his ambition may be re-awakened, and he became once more a valuable coadjutor.

There is less excuse where there are only a few employees. Put yourself in their places, Mr. Employer. Suppose you were "holding the bag" for some one else and doing your best to fill it, wouldn't your efforts relax a little if you had occasion to think they weren't appreciated? So, when Bill or John or Tom does something particularly well, or something a little out of the nature of his every-day

work, or something that shows extraordinary devotion to your interests, tell him so. Don't be afraid of the extra dollar a week he may ask. And when he's worth that extra dollar give it to him without making him fight for it as if for his life. He will appreciate it and you more, and will be encouraged to put forth still more energy in your behalf.

It is true that you pay him to do his work well, but at the same time a little judicious praise now and then will be like a bit of egg-shell in coffee: it will clear things up wonderfully. Try it and see.

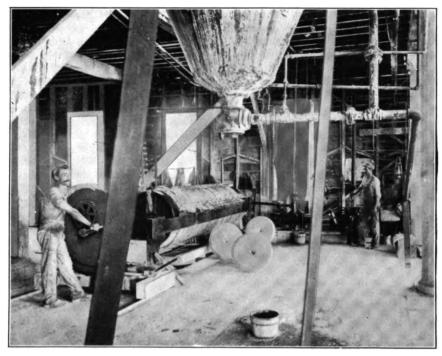
### IN A BROOKLYN CHURCH.

Some of the church choirs in Brooklyn, says a local paper, have got a bad habit of late—the quartet habit. They sing without the accompaniment of an organ, and thus exhibit all the blemishes of their voices. Only well trained and highly cultivated singers may safely venture to sing without a musical accompaniment. When the amateurs try the experiment they inflict needless pain upon their hearers. And the modern anthem! I recall an occasion on which the anthem ran in this way:

Soprano: "Oh, take this pill—"
Tenor: "Oh, t-a-ake this pill—"
Contralto: "O-o-h, take this pill—"
Basso: "O o-o-h, take this pill—"
All together: "Oh, take this pilgrim home."

### STERILIZED RAT TRAP.

At a recent meeting in London of the School of Tropical Medicine, Dr. Manson declared that cholera was water borne, malaria mosquito borne, and the plague rat borne. He tersely defined preventives against these scourges to be "tea kettle, mosquito net and rat trap," meaning that better results were to be obtained by attacking the carriers of disease than by dosing the victims. As an added precaution, rat traps should be sterilized.



FILTERING PRESS.

### Borax--Old and New Methods of Production.



N the United States the annual consumption of borax is about 12,000 tons. Prior to 1864, consumers were dependent upon Europe for their supplies. In that year the deposits in California, which were discov-

ered in 1856, yielded 24,304 pounds, which sold at 39 cents a pound. With the increased production prices declined somewhat, so that in 1872, the year the Nevada deposits were discovered, prices had fallen to 32 cents. The production for that year was 280,000 pounds. In 1873 supplies from Nevada and

from the new San Bernardino County deposits, recently discovered, brought production up to 2,000,000 pounds, causing prices to decline to 24.4-5 cents. The succeeding year the production was doubled, with prices declining to 14.1-5 cents. From that year to the present, production has steadily increased, with some interruptions, until the maximum of 1899 has been reached with prices 7 cents a pound. The lowest price ever known was in 1887, when borax sold at 5.3-4 cents. The Dingley tariff not only cut off foreign importation, but raised the price of the native product from one to one and one-half cts. a pound.

The high price prevailing in 1872 stimulated the search for new deposits, and, in that year, Teels borax marsh near Columbus, Nevada, together with Rhodes, Columbus, and Fish Lakes, all in the immediate neighborhood, were located and promptly developed. The supply was largely increased from these fields. In 1880 the largest deposits of all were discovered in the lowest depression of Death Valley. The Amargosa borax deposits, with the Monte Blanco borate mine of this section are of enormous extent and fully capable of supplying the world for an indefinite time. These mines are located in a region the most forbidding, remote from the railroad and offering almost unsurmountable difficulties in the reduction and marketing of their product, but their richness and extent, compared to all other fields, soon caused them to be regarded as the principal source of supply for the future production of borax in the United States.

The early production of borax was by dissolving crude borate of lime and applying heat. The liquid was drawn off and the borax allowed to crystalize. Fuel was procured from the pine forests of the neighboring mountains, and to some extent, from the roots of the mesquite.

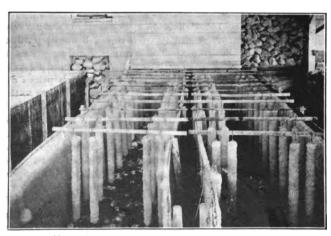
From the borax marshes in Death Valley to the nearest railroad point was 165 miles. Over this distance all supplies for the camp as well as the manufactured borax had to be hauled. The wagons used for this purpose were the largest vehicles ever made and carried 20,000 pounds, taking twenty-four horses to pull them. They traveled about 17 miles a day, and were compelled to carry a tender for water as well as feed for the stock. Springs of water were wide apart, and each journey was but a repetition of hardship and adventure. Many tragical tales are told of sanguinary fights between teamsters and tramps on the road, of men dying from heat or becoming insane from thirst. This method of marketing the product was extremely expensive, and the constant decline in prices that accompanied increased production would have stifled the industry, had not the discovery of vast deposits of borate of lime in the Calico Mountains, and only about eleven miles from the railroad, opened up a new and permanent supply and in quantity sufficient for whatever demand might be made upon it.

Until the discovery of deposits of borate of lime in the Calico Mountains, borax had been a product of the marsh and of methods the simplest, admitting no improvement in mechanical appliances. An entirely new era opened with the discovery of borate of lime in stratified rock formation. Thenceforward the industry was transformed into a proposition akin to that of quartz mining and allowing an abandonment of the necessarily rough

methods of the marsh system of production.

Mechanical ingenuity superseded the wasteful agencies of the past and allowing the introduction of economical methods of manufacture and an adaptation of scientific principles. For hand labor was substituted mechanical appliances realizing certain results and greater purity of product.

Borate of lime as mined at Calico is found in strata as well as in chambers sometimes as large as a house. The shafts are driven 600 feet below the surface, where the deposit is



THE CRYSTALLIZED BORAX ON THE RODS.

extracted in the very same way as quartz.

At Calico 2,000 tons a month are produced from the mines. Here it is loaded in cars, and by means of a branch railroad, eleven miles in length and owned by the company, it is hauled to Daggett and thence finds its way to tidewater on San Francisco Bay.

The great wagons of the desert are things of the past, and the saving of expense of the 160 miles hauling has preserved an important industry from succumbing to the cheap labor of overcrowded Europe.

The works employ from 400 to 1,600 men. The crude borate of lime is first passed through rock breakers and is then ground to the fineness of flour by means of rolls and burr stones. It is then with a small proportion of carbonate of soda, thrown into a digester, where under heat, pressure and agitation the existing affinities are completely divorced. The carbonic acid unites with the lime, which vields boracic acid, the latter with a small portion of soda and the result is borax in solution. The liquor in then drawn off into tanks, where the borax in crystalizing attaches itself to small steel rods and hooks altogether like great sticks of rock candy. The sediment contained in the mixing tanks is composed largely of sand and dirt with considerable borax mixed. The deposit is passed through a filter press, which presses the dirt and allows the borax liquor to pass away to be utilized again. Repeated over and over again, the last remnant of borax is finally secured by this process.

The uses of borax are extending year by year. The meat purchasers of the country are the largest consumers, absorbing 6,000,000 pounds and over annually. For mechanical purposes the demand is constantly increasing, but it is in the domestic consumption of borax that the expectation and hope of the industry is centered. For a hundred different demands of household economy the advantages of borax as an adjunct of the kitchen, laundry, nursery, or toilet, as a sanitary agent of value and even as a medicinal quantity, has been found of such positive value as to insure a constant and increasing element in the

world's necessities.

For the above facts and the illustrations used with this article we are indebted to the Scientific American.



A MOMENT'S REST.

### WE HOPE SO TOO.

I am "mailing" to you under separate cover a photo of my two children, to be entered in your competition of "photographs of druggists' children." I have been a subscriber to the SPATULA for several years and I always enjoy it. The photos you have already published are, I believe, all American. I hope you will have a good show of English.

C. HANSON.

Liverpool, Eng., May 11, 1900.

We wish to publish each month short accounts of methods pursued by different druggists to attract trade and facilitate their business. Every druggist who thinks he has a way of doing any particular thing connected with his business that is different and better than the way followed by other druggists, is earnestly requested to write and tell us about it, that his fellow pharmacists may have the benefit of his experience.

### 夢 Pharmaceutical Notes. \*\*

A Paper presented to the Massachusetts Pharmaceutical Association June 20, 1900.

BY PROF. W. L. SCOVILLE.

URING the past winter Mr. J. R. Moore has made a number of samples of nitrous ether by three different methods in order to compare the relative yields and advantages of the processes.

The processes tried were (1) that of the U. S. Pharmacopœia, 1890; (2) the process described in my paper of two years ago, and (3) a process suggested by Prof. Joseph Feil at the meeting of the Ohio Pharmacutical Association in 1899.

For convenience, the latter two processes are here repeated, as employed by Mr. Moore.

Scoville's Process. — Dissolve 63.5 Gms. (2) ozs. troy) of sodium nitrite in 100 c.c. (3 1-2 ozs.) of water, and 53 c.c. (14 drs.) of alcohol and place the mixture in a thin-walled flask having a capacity of about 500 c.e. (I pint). Bury the flash in cracked ice, or immerse in ice water. Then dilute 52 Gms. (or 7 1-2 fluiddrs.) of concentrated sulphuric acid with 100 c.c. (3 I 2 fluid ozs.) of water and cool the mixture. Place the acid in a suitable vessel arranged with a drop-tube, and suspend over the flask containing the nitrite solution. Now allow the acid to drop slowly and regularly into the salt solution, at such a rate that from 1 1-2 to 2 hours will be required for all the acid to drop into the flask. Keep the latter well chilled throughout. Shake the flask thoroughly, or stir with a rod to break up the crystals which have formed, and allow to stand in the ice water 2 hours. Decant the ether which floats upon the surface, into a cooled flask, wash the ether with cold water, then with 10 c.c. of a cold 5 per cent. solution of sodium carbonate, and transfer to a dry bottle containing a little freshly ignited potassium carbonate.

Professor Feil's Process.—Place 30 Grams. (I troy oz.) of sodium nitrite and 300 c.c. of alcohol (20 fluid ozs.) in a quart flask fitted with a

cork having two holes. In one of the holes in the stopper is placed a stoppered funnel of any description, while the other is connected with an upright condenser, kept cool by running water or by cracked ice. Twenty Grams. (5 drs. by weight) of concentrated sulphuric acid is then placed in the stoppered funnel, and the contents of the flask are then heated until the alcohol begins to bubble, when the heat is withdrawn and the sulphuric acid allowed to flow slowly into the mixture. After action has ceased, heat is again applied a minute or two and then withdrawn. A second reapplication of heat may again cause a reaction, but usually this does not occur, though it is best to try.

The contents of the flask are then allowed to cool, and filtered in a covered funnel, through which enough alcohol is passed to make 450 Grams.

Mr. Moore did not make the filtrate up to 450 Grams, but simply washed the filter and its contents with alcohol to replace the spirit absorbed therein.

Ten samples of concentrated ether were made by the U. S. P. process, using 63.5 Gms. of sodium nitrite and yielded (1) 33.8 Gms.; (2) 34.9 Gm.; (3) 35.5 Gms.; (4) 42.4 Gms.; (5) 36.4 Gms.; (6) 43.5 Gms.; (7) 46.1 Gms.; (8) 45.9 Gms.; (9) 41.8 Gms.; (10) 41.5 Gms. Average: 40.58 Gms. of pure ethyl nitrite.

Ten samples made by Scoville's process gave the following quantities of pure dry ethyl nitrite: (1) 49.7 Gms.; (2) 47.5 Gms.; (3) 43.5 Gms.; (4) 41.2 Gms.; (5) 50.9 Gms.; (6) 46.5 Gms.; (7) 51.7 Gms.; (8) 40.0 Gms. (9) 42 2 Gms. (10) 47.5 Gms. Average, 49.5 Gms.

Five samples of spirit were made by Professor Feil's process, using 30 Gms. of sodium nitrite. The spirit obtained was weighed, assayed by the U. S. P. process, using a nitrometer, and the total quantity of absolute ethyl nitrite obtained was calculated. The quanti-

ties obtained were then multiplied by 2.1166 to compare with 63.5 Gms. of sodium nitrite, and the following results reached:(1) 25.7 Gms.; (2) 30.98 Gms.; (3) 23.98 Gms.; (4) 39.43 Gms.; (5) 39.4 Gms. Average, 31.89 Gms.

The variation in this process is accounted for by the formation of sodium sulphate in the liquid, in very fine crystals, which are fine enough to pass through an ordinary filter, and which retard filtration considerably. It also occludes much of the spirit, causing a waste.

In each of the five samples made, free sulphuric acid was found in the final product.

Mr. Geo. L. Pierce has compared certain chemicals obtained from wholesale druggists with the same obtained from dealers in paints and painters supplies. The chemicals were tested for purity by the U. S. P. tests, and compared as to fineness, physical appearance and price in pound quantities. The specific gravities were taken as a basis for fineness, the lower the specific gravity the finer being the powder.

Following are his results: -

### Zinc Oxide.

No. 1.—Hubbuck's. Cost, 44 cents per lb. (in original 7 lb. packages). Impurities, none. Specific gravity 2.33.

No. 2.—From a Wholesale Druggist. Cost, 35 cents per lb. Impurities, none. Color, yellowish. Sp. gr. 2.50.

No. 3—From a Wholesale Druggist. Cost, 15 cents per lb. Impurities, none. Color, white. Sp. gr. 2.41.

No. 4.—From a Painter's Supply House. Cost, 8 cents per lb. Impurities none, but is damp, and requires drying. Color, white. Sp. gr. 3.03.

No. 5.—From a Painter's Supply House. Cost not given. Impurities, about 50 per cent lead sulphate. Sp. gr. 3.9.

### Precipitated Chalk.

No. 1.—From a Wholesale Druggist. Cost, 9 cents per lb. Impurities, none. Sp. gr. 1.518.

No. 2—From a Wholesale Druggist. Cost, not given. Sp. gr. 1.612.

No. 3.—From a Wholesale Druggist. Cost, 8 cents per lb. Sp. gr. 3.435.

No. 4.—From a Painter's Supply House. Cost 6 cents per 1b. Impurities, trace of silica. Sp. gr. 2.1.

### French Chalk.

No. 1.—From a Painter's Supplies House. Cost, 2 cents per lb. Sp. gr. 1.734.

No. 2.—From a Wholesale Druggist. Cost, 8 cents per lb. Sp. gr. 1.93.

### Litharge.

No. 1.—From a Painter's Supplies House. Cost, 8 cents per lb. Impurities, none.

No. 2.—From a Wholesale Druggist. Cost, 12 cents per lb. Impurities, none.

### WANTS TO KEEP IT.

Enclosed find money order for \$1.00 to pay my subscription to the SPATULA up to January, 1900. Don't let me get so far behind again, as I do not wish to miss a copy and am afraid I might if subscription was not kept paid up, and I cannot afford to be without it.

A. L. HELLWEG.

Bayfield, Wis., June 4. 1900.

### MISSED.

We have not received the last three numbers of your paper. They are too good to miss.

CARY BROS. FXT. Co.

So. Bethlehem, Pa., June 4. 1900.



THE GAME.

(From photograph contributed to Spatula Photo Club by T. Wesley Richardson, East Helena, Mont.)



WINDOW TRIM No. 4 - SODA WATER.

### Practical Pointers for Pharmacy Mindows, IV'.

BY CHARLES A. MILLER.



ummer months with their heat, dust, flies, etc., present perplexing difficulties to the window dresser. At this season it is most profitable to push the sale of soda water, but to make a display of "goods," viz.: fruit, fruit juice, or carbonated beverages is only to invite certainty of loss and so precludes the idea. A resort to dummies or a

liberality of window strips and signs, is an "old story" and does not possess sufficient novelty, nor present an attractiveness that will distinguish Tom's window from Dick's or Harry's.

It is reasonable to assume that the impression conveyed to the passer-by from a novel

\*Copyright 1900 by the Spatula Pub. Co.

and appropiate display advertising your soda fountain, which gives evidence of some thought and skill in creation and arrangement, will be of a nature that can be observed upon the record of the cash register. Neither signs nor dummies will hold attention, convey that idea of superior excellence nor yield that suggestive advantage that is the object aimed at in window display.

The effort made to favorably impress a prospective or a regular customer, that at your fountain a meritorious degree of perfection in quality and detail there pertain, if rightly conveyed, will induce a visit that will result in increased sales, providing you follow this advantage and strengthen and entrench your position, by serving the best of everything in the best possible manner.

With these thoughts in mind the writer has endeavored to solve the perplexities of the season, and produces the window here illustrated, which has proved an admirable success, and has met all the practical requirements, its suggustive hints yielding results that have been most gratifying.

There are few as novel and attracting features which tend to materially fatten the soda counter till that can be so readily constructed.

The SPATULA'S advance over other journals devoted to drug store interests, by addressing the eye, thus giving an accurate idea of how a display may appear, rather than confining one to the imagination by an entirely descriptive article has been of substantial help in the conception of similar exhibits, and saved valuable time to many who have undertaken the production of some of them, besides exciting a general interest in the subject.

All material for construction of the display will be found in the store, or is easily procured.

### The Peak

consists of a wood base 6 in. high, 3 ft. x 2 ft. Upon this a box of suitable proportions (say, 18 in. high, 14 in. x 14 in.) is securely nailed, and above the box a 25 lb. confectionery pail (bottom up) is similarly fastened. Just beneath the pail, short irregularly shaped thin boards project from each front corner, top of box, the object being to give a cliff-like appearance to sides of peak when it has been covered. Short lengths of narrow boards, inclined from top of box (each side and front) to outer edge of base, give the structure peak shape. Remove a goodly portion of the bottom of the pail, to permit the retention in place of the "glass of soda." Now cover the whole with sheets of white cotton wadding (not batting), four sheets will be sufficient. Large wads of old paper tucked under the cotton covering, at different points on side and front, give the peak its irregular contour. When all is arranged and placed in window, sprinkle liberally with "frosting" or mica scales, same that is used for Christmas decoration; it being procured from paint store, ten cents purchasing more than enough for peak, house, soda foam, and bottom of window.

### The Soda, Glass and Holder

is an original novelty that would prove an attraction by itself, and is constructed from articles always on hand, the "glass" being a I I-2 or 2 gal. glass percolator, a gold band of gold foil is pasted around the lip, the inside of percolator coated with ruby colored collodion, the same poured into percolator while it is laying nearly on its side, and quickly rotated while the collodion "sets." Use following quantities: Collodion, I oz., castor oil, dram. I-2. tr. cudbear (N. F.), dram. 2. Mix.

Two inches below top of percolator insert card disc to support "foam" which consists of absorbent cotton, that has been combed from a roll of same, with pocket comb, making it very light, and giving it a peculiar fluffy appearance of naturalness, quite deceptive, after being sprinkled with the mica frosting. To form main portion of

### The Holder,

shape cardboard around the percolator at the right height, mark with pencil where it laps. so that proper shape may be cut with scissors, then glue. The flaring base piece is formed separately and glued to main part. Strips of card glued at top and base as shown, form bands, the upper one being nicked with scissors and the nicked part turned down at right. angle to give a lip to the holder. After the form has been well glued and dried, the main parts are covered with pebbled or ornamental tin foil such as that used by confectioners. This gives an appearance of chased silver, the bands covered with bright plain foil heighten the effect. Paste holds the foil, and it iseasily manipulated. Cut "handle" from pine wood, and cover with fancy foil, before it is attached to the holder, which is done by small screws from inside holder, screwed toeach end where handle joins it. Any imperfection is readily remedied with a bit of glue, paste, or foil, if necessary.

The percolator will project below the bottom of holder, but when placed in position extends through hole in bottom of pail, and is thus secure from an accidental topple.

The Ladders are penknife constructions.

from strips of pine and wood tooth-picks. The derrick, by aid of which the bucket of "soda" is being lowered to the anxious waiter on the cliff, is made of pine, the bucket, an end of mailing tube covered with foil, and having wire bail inserted. The chenile monkeys, so vigorously assaulting this frosty "Kopje" with the soda straws, were fully described in May number, and give a suggestive liveliness to the scene that creates pleasing interest and induces an attack on our fountain from larger and more animated bipeds.

All the signs bristle with "frost" from the mica scales and white smalt, the effect of which cannot be shown in our photograph, but can be readily imagined as presenting a realistic suggestion applicable to the scene.

### The House

at base of peak consists of a box with two boards forming a pitched roof, the roof covered with cotton wadding and sprinkled with frosting. Windows are sawn in the side of box, and also a wide door in front end. Glass, "frosted" with a solution of epsom salt in stale beer, is tacked on inside of windows. The side and front of house covered with cardboard and coated with white smalt by



UP IN THE WORLD.

means of white of egg or white shellac. Through the front door can be seen a large bundle of soda straws, arrangements for hoisting them are being rapidly made by the monkeys who are manipulating the rope. The display has been a frosty feature except upon the receipts at our soda counter.

# PLACARDS FOR NOTHING.

The first set of placards the SPATULA recently published for druggists to use around their fountains, in their windows and on their counters proved to be so popular with our subscribers that we have decided to add many others to the list. That we may secure the best set of legends for the cards possible we are going to ask our readers to write them themselves, and that they may have some particular inducement to do so we make the following proposition: To any subscriber who will send in a legend for one of these cards which meets with our approval and which we decide to print, adding it to our list, we will present a set of five placards, the selection to be made by the subscriber. If two legends are sent in and accepted, ten placards may be selected, and so on up to twenty-five, which is the highest number that will be given in this

way. If you are thinking of doing anything in this line you will want to look over the list of placards already published and offered for sale in another column. It is a good opportunity to get some handsome placards printed for nothing.

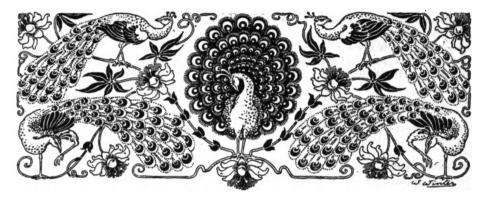
### FROM PRINCETON.

The Doctor: "And the baby is no better? Did you get those little black pills I spoke to you about?"

Mrs. Newlywed: "Well, you see the druggist had some awfully cute pink ones, that just matched the darling's new dress, for eighteen cents marked down from twentyfive, so I got those instead."

LA Have you a Spatula binder? 50 cents.





# Photography.—The Roentgen Ray.

BY KARL T. BROWN, M.D.

ONTRARY to the impression held by many, Roentgen was not the discoverer of the Roentgen ray, nor the first to notice its effects, but to him we are indebted for its practical application.

As early as 1879 Prof. William Cooks presented a paper describing a series of remarkable experiments on electrical discharges through vacua. Faraday also, even prior to this, had advanced ideas on the possibility of an attenuated state of matter in which molecular activity might be expected to be different from what occurs under ordinary circumstances. This attenuated state of matter is that I referred to as radiant or fourth state of matter, and is described as being matter in such a condition that the molecules are relatively as far apart compared to a gas as are those of a gas compared to a liquid.

Under ordinary circumstances and atmospheric pressure, an electrical discharge of high potential is made manifest by the production of sparks between the electrodes, or under certain circumstances, a practically continuous discharge, as the arc used for illumination. In a highly attenuated atmosphere such as that in the Geisler tubes of our physical laboratories, which are exhausted to the extent of about one one thousandth of an atmospheric internal pressure, the discharge

becomes continuous, and is characterized by a diffuse illumination of a color peculiar to the gas through which it passes.

The first important experiments conducted on the discharge through very high vacua, such as to conform to the requirements of Faraday's hopothetical "radiant matter" were by Professor Cooks. The tubes used by him are known as Cooks' tubes, and are exhausted to the extent of about one millionth of an atmospheric pressure. In this highly rarified media the appearance and nature of the discharge is greatly altered, the illumination is greatly diminished, a dark space surrounds the cathode, and the observed line of the discharge is no longer in a line with anode and cathode, but appears to be independent of the anode.

Cooks assumed that in this highly rarified media that a molecule is free to move through a sensible distance, enormous when compared with that under ordinary pressure, without colliding with another molecule.

He demonstrated that ordinarily radiant matter moves in straight lines, that the impact of the molecules on a surface exerted a pressure which may be appreciated, and that they produce heat and excite florescence in many substances.

Dr. Hertz, then observed that the effects of

this miniature bombarment was not confined to the inside of the tube, and latter property it is easy to see why a camera cannot be used in making an "X Ray" picture, as the ray would pass directly through the lens without refraction.

Roentgen also in describing his "X Ray" showed that it did not emanate from the Cathode, but from a point in the wall of the tube, upon which the agitated matter impinged.

As by so many the Cathode and "X Rays" are incorrectly used in synonomous, and so many fail to appreciate the difference, as well as the relation they bear to each other, I shall endeavor to explain this now recognized by our best authorities.

Great has been the interest excited in scientific, electrical and photographic study, one of the greatest practical uses of the ray we find in the medical world, especially in its application to surgery. The physician has ever been on the alert to explore the mysteries of the human body, and to the already known methods of exploration, such as the stethescope, cystoscope, opthalmoscope, and many others is now added the "X Ray."

A few of its practical uses are well worth mentioning, such as determining the relation of bones to their normal or abnormal positions, are the stage of growth of bones in children. It is especially useful in treating fractures, as plaster of paris is quite easily penetrated, which enables the surgeon to determine the condition present at the seat of fracture without disturbing the dressing.

In teaching anatomy the "X Ray" opens a new and feasable method of correctly tracing the blood vessels, the arteries and veins of a cadaver may be injected with a substance opaque to the "X Ray" whereby this distribution could be more accurately followed than by any possible dissection. The practibility of this method applies equally well to other organs and structures of the body. It has been suggested that the size and position of the stomach may be ascertained by having the patient drink a harmless fluid more or less opaque to the ray, and then taking a

picture. Locating foreign bodies, watching the process of union, and ascertaining irregularities and deformities of bone has become so common already as to excite little curiosity.

That the importance of the application of the ray is recognized is apparent from the fact that the late British military expedition on the Nile was furnished with an outfit, also our navy is said to contemplate furnishing each of its vessels with apparatus.

The findings in the soft tissue can only be appreciated by examining the negative, in one which has been under exposed, ghost like, yet clearly defined outlines of skin, muscles, tendons, and sometimes veins and arteries may be discerned The mind walks in among the tissues themselves, it seems as if it were their ghost, or astral iorms we see depicted.

It is interesting to note the action of the ray upon the skin, which is very like sunlight, causing a dermatitis, and if often repeated, a tanning.

Much interest has been excited as to the possible germacidal property of the ray, so far all reliable investigation has been negative.

Outside of the medical and surgical fields we find the "X Ray" has many practical uses, as detecting flaws in metals, also it has been found that carbon in any of its forms is almost wholly transparant, and that you can postively distinguish between the genuine and imitation diamond.

From a medico-legal standpoint the importance of the ray can at once been seen as to confirm or disprove the grounds upon which a malpractice suit is based. Also the question comes up as to whether a man is justified in practicing surgery without understanding and using the "X Ray," as it is doubtful if a jury would hold that he used all the obtainable modern appliances for the diagnosis and treatment in an over looked dislocation or maladjusted fracture; had he failed to avail himself of the advantages to be gained by the use of the Flouroscope or Skiagraph. Also the amount of satisfaction and

comfort to be obtained from knowing that a thing is just right can hardly be over estimated.

Imagine an instance where after carefully and skillfully adjusting and bandaging a Colles' fracture, and flattering yourself that every thing is just right, but from some cause or other, your patient, or more likely his friends, imagine something is wrong, and are very much worried about it, when old Mrs. Meddlesome, the neighborhood gossip, comes in, who grasping the situation says, "I don't know much about doctorin', but that jist don't look right somehow, why its all bent crooked. You jist go over to Dock Know It All, and he will get down his crooked tube, and look at it through his Flourscoop, and fix it in a minnit." And the family being in a receptive mood, and remembering having seen Doctor Knowitall's picture covering a half sheet of the evening paper, proceed at once to the office of your friend, the enemy across the way, who after pulling his whiskers, and looking wise, gets down an old Leyden Jar, secures an Allison Ether Inhaler, and proceeds carefully (?) to examine the injury, and is astonished to find the bones "awfully overlapped," and after making a few mystic passes (being careful not to disturb the parts), assures the folks that things "were in an awful fix," but rest easy, as all is well now.

Many names have been used for the method of making pictures by means of the "X Ray," a few of which are Shadowography, Cathode Photography, Plourography, Radiography, Skotography, Rontography, and Skiagraphy, the last seems to be the one most used.

Apropos of the wonderful penetrating powers of the new Cathodic Ray, a young lady at a recent New York dinner party ventured the remark, that she "understood that these new 'Cathartic' rays would go through anything."

In looking over the accomplishments, one can hardly fail to be impressed by the wonderful results already achieved as well as the possibilities lying dormant in Professor Roentgen's discovery.

Positive statements as to how and why are as yet out of place. Almost every hour brings

new developments and theories, and we can confidently look forward to more definite results and knowledge in the future.

# Spatula Dhoto Club.

For the benefit of those who are not already members of the club, we repeat membership in it as free as salvation. All that is necessary for the applicant to do is to send to the Spatula twelve unmounted photographs of any one subject accompanied by a two-cent stamp. These the Spatula will distribute among twelve other members of the Club, and he will receive in return a collection of eleven other photographs contributed by as many other members of the club. There are no restrictions as to size, quality or subject. The title of the picture and the name and address of the sender must be written or stamped on the back of each photograph.

N. B. We wish to say to the members and would-be members of the SPATULA Photo Club that unless they take a more lively interest in its affairs and send in their contributions more numerously and more promptly than they have done during the past few months, the club will be disbandoned. The SPATULA has taken a great deal of interest in the club, and it is sure a majority of its members have also done so, and it will feel very sorry to no longer receive and distribute the photographs from the various members of the club. We hope our readers who are interested in photography will make another spurt and keep the organization going. It is not a money-making scheme, and the SPATULA's interest in the club consists solely in a desire to accommodate its members.

### Photographic Periodicals.

Wilson's Photographic Magazine (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year (with Spatula, \$2.50); 25 cents a number. New York.

Photo-Brs (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); so cents a copy. Chicago.

The Photo-Miniature (monthly), \$2.50 per year (with Spat-ULA, \$3.00); 25 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$2.50); 20 cents a copy. New York.



DEVELOPING A NEGATIVE.

# facts Hout Tobacco.



T may surprise many who enjoy the fine flavor of the Egyptian cigarette to know that tobacco raising has been prohibited by law in Egypt since 1800. This

drastic measure was adopted, curiously enough, to maintain the high reputation of Egypt's cigarettes. It was discovered about eleven years ago that many of the smaller cigarette makers were realizing large profits by mixing the inferior tobacco of the country with Turkish tobacco and selling cigarettes made of this mixture at the usual high price commanded by the Egyptian product. It had won a place among the luxuries of the world, but it was in danger of losing its preeminence through the deterioration of the product. At first the Government sought to mitigate the evil by restricting the acreage devoted to tobacco-raising, but it was finally decided to stop the cultivation of the weed entirely. To-day not a pound of tobacco is raised on the 5,500,000 acres of land under cultivation in Egypt. In fact, there is nothing Egyptian about "Egyptian cigarettes" except that they are made in Egypt. The tobacco comes from Turkey, the paper from Austria, Germany or Italy, and most of the labor employed is Greek, except for the common brands, which are consumed in Egypt and are made by the natives. The greater part of the trade is centred in Cairo, where at least 5,000 persons are dependent for their daily bread upon this industry. Of course the Government derives considerable revenue from the tax it imposes upon tobacco imports.

All American travelers in north Europe know that they have to pay a good round price for inferior tobacco products. The best use to make of European grown tobacco is to keep it for the pipe, but many dealers persist in turning it into inferior grades of cigars. The so-called "Havana cigars," mostly manufactured in Antwerp and sold widely throughout Belgium, are chiefly made of leaf grown in West Flanders and are inferior to most of our domestic cigars sold at half the price. In

Germany there are many factories turning German grown tobacco into cigars, cigarettes, snuff and smoking and chewing tobacco. Some Americans say it requires a special education to learn to like the German products.

No one has yet discovered what the properties of climate or soil are that give peculiar excellence to the tobacco leaf grown in certain regions. Tobacco grows well in all parts of Cuba and the soil of the tobacco plantations is mostly composed of calcarous rocks, but why is it that the leaf grown along the southern slope of the Cordillera de las Organos in Pinar del Rio, at the west end of the island, is the finest in the world? Nobody knows, but the fact is that the best tobacco of this famous Vuelta Abajo region is almost worth its weight in gold and is reserved for those who can afford to make the use of tobacco a dearbought luxury. Because of the excellence of its leaf, Cuba is the most famous tobaccogrowing region and many imagine that it is the chief centre of tobacco production. The Cuban product, however, in the best of times, is very small in comparison with that of several other countries. The United States is one of the greatest tobacco-growing countries in the world. Over 220,000 tons of dried leaves are prepared every year in this country, 150,-000 tons in India, about 100,000 tons in Russia and 60,000 tons in Austria-Hungary. Mr. Gollan, the British Consul-General at Havana, says that the normal tobacco crop of Cube averages only about 31,000 tons a year. Even France, in the valley of the Garonne and in Algeria, far surpasses Cuba in amount of tobacco production, and so do Sumatra, the Eastern Archipelago and the Philippines. In 1894, before the internal troubles largely reduced the exports of the Phillipines, these islands sent abroad 119,977 tons of tobacco and 140,080,000 cigars.-The Sun.

We note that the increasing demand for The Photo-Miniature has necessitated third editions of No. 1 "Modern Lenses," and No. 2 "The Pose in Portraiture," and a second edition of No. 6 "Orthochromatic Photography." These three numbers thus reach their eighth thousand each.



[It is the wish of the editor of this department to make it of as great practical value to the readers of THR SPATULA as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

# Depilatory.

W. B. T., Washington, D.C., asks for a good formula for a liquid depilatory. "I have several (formulas) but they are not satisfactory," he writes.

And we fear that we shall not be able to help much in this article. Probably the trouble is not so much with the formulas, as in the difficulty of getting them together in proper condition. Calcium and barium sulphides are the bases of practically all depilatories. That is easily said, and it is a fact, but to be effective the sulphides must be in good condition, fresh and unoxidized and in the presence of an excess of alkali. The freshness is not so easily secured.

And that is the main cause of the trouble. Barium sulphide is less caustic and irritant than calcium sulphide, and so is generally preferred. We have made an efficient preparation by boiling barium hydrate (20 parts) with sulphur (25 parts) and water (100 parts) until most of the sulphur was combined and a deep yellow solution obtained. This was strained and caustic potassa added to make a one percent solution of the latter in the sulphide solution. This works well while it is fresh, but not very well when it is old, particularly if it is stored in partly-filled bottles. Probably it would be more affective if an equal bulk of alcohol were added to the liquid to throw out some of the oxidized compounds. This is the best formula we can give, and we have some misgivings as to its being satisfactory.

# Chocolate and Sugar Coating.

N. McB., Toronto, Can., writes: "Sometime ago I purchased from you a pamphlet on "How to make Tablets," by Mr. Frank Edel, and found it a great aid. I am now in quest of some similar pamphlet on how to sugar and chocolate coat tablets, and if you have it, or know where I can get it, would be pleased to hear from you."

Sugar and chocolate coating is confined entirely to the large manufactures and is not practical on a small scale, so there is no demand for a booklet on the subject and none in existence that we know of. The coating is done in oval pans which are attached to a revolving axis and arranged with steam pipes so that they can be heated at will and to any required temperature. The tablets are placed in this pan with a proper amount of sugar or chocolate mixture, the steam is turned on and the pan set to revolving. The heat softens the coating and renders it sticky, and it adheres to the tablets as they are tumbled about in the mixture. The heat is then gradually reduced and the coating builds up evenly on the tablets. Finally when the pans have become cold the tablets are tumbled in the

## NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to fi we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

revolving pan until suitably polished and hardened.

This, in brief, is an outline of the operation. There are some tricks in the operation, in regulating the heat and in revolutions and in getting the best mixtures for coating, which the manufacturers keep to themselves. But since the pans are expensive pieces of apparatus, and require both steam heat and power for their operation, there is little temptation for the retailers to try to obtain the details of working.

# Labels for Permanent Use.

W. C. T. asks if there is any way of pasting labels on glass so that they will not wash off when the bottle or glass is soaked in water.

The following method will do it. Make first a solution of gelatine by heating 100 parts of gelatine in 300 parts of acetic acid until the gelatine is dissolved. To this solution add 10 parts of glycerin. This mixture will set when cold but can easily be liquefied by warming, and if kept for a few weeks will gradually become liquid in the cold.

The second solution consists of 20 parts of dichromate of potassium dissolved in 200 parts of water.

When used, two parts of the gelatine solution, by weight, is mixed with one of dichromate solution and the paste applied in the usual manner. When once dried, neither hot nor cold water, alcohol or ether, will redissolve it. Only enough of the solutions should be mixed to supply the need at the time, and any of the unsused mixture should be thrown away and the vessel and brush cleansed immediately, otherwise it will set to an implacable mass. The only drawback is that it makes a yellow paste. If a white paste is desired, a little formalin added to the gelatine solution at the time of use, will accomplish the same purpose.

### One for You.

Our readers have quizzed us freely, and we have responded to the best of our ability. We would like for once to try our hand at asking questions, and submit to our readers the following prescription,—from an unknown source,—for translation. Every store

in this country, or wherever the SPATULA goes ought to be able to put it up:

Aqua urbis, § i; Illa repetita, 3 vi; Eadem stillata, 3 vi; Hydrogenii protoxid, 3 ss; Nihil aliud, 3 iss. Sig. — Half a teaspoonful after each meal.

What do you think of it?

# Hair Treatments.

Dr. Geo. T. Jackson of New York, presents, in an interesting paper in the Medical Record, a clinical study of loss of hair, founded on three hundred private cases. He gives a lot of statistics at first, regarding the age, sex, family history, condition, etc., of the cases, and then draws the following conclusions: First, that loss of hair is much more frequent among men than among women. Second, that indoor life and intellectual habits predisposes to loss of hair. Incipient baldness usually begins before 30 years of age. The loss of hair in women usually takes the form of a general thinning, while in men it is more localized. The predisposing causes are heredity and dandruff, and the exciting causes any diseases of the scalp or of the system which affects nutrition.

His favorite treatment is an ointment composed of precipitated sulphur 10 parts, salicylic acid 3 to 5 parts, and cold cream 100 parts. This is to be applied every day for three days, then the hair is washed, and the ointment immediately reapplied and repeated every other day for ten days. Another washing follows, and then the ointment is applied twice or three times a week until the dandruff is controlled. He has also obtained good results from Dr. Bronson's ointment, consisting of ammoniated mercury, 20 grains, calomel, 40 grains, and vaseline, I ounce. In a few cases he had good results from a lotion containing resorcin, but says that with him this has failed as often as it has helped. Napthol and cantharides have, with him, proved perfect failures. But with all he says "I believe there is no permanent cure for that disease (dandruff) because it is parasitic, and the scalp having been once infected is all the more likely to reinfection."

The best, and the only treatment for baldness, he regards, is massage,—after the dandruff has disappeared.

# Violet Water.

The following makes a very good violet water when it is well-ripened: Tinct. orris, I pint; tinct. vanillin N. F., 4 ounces; oil sandalwood, I drachm; oil of bergamot, I-4 ounce; Oil rose geranium, I drachm; alcohol, I I-4 pints; rose water, I I-2 pint.

# Plant Fertilizer.

Sodium nitrate, 4 ozs.; sodium phosphate, 2 ozs.; ammonium sulphate, 2 ozs.; sugar, 1 oz. Mix. Use two drachms of this powder in a gallon of water, and water the plants with the solution once or twice a week.

# Quinine Hair Tonic.

Quinine sulphate, 20 grains; fld ext. jaborandi, I-4 ounce; glycerine, I ounce; cologne water or bay rum, 5 ounces; rose water, 10 ounces. Apply once a day

# Palatable Castor Oil.

R Saccharin, gr. xii; olei gaultheriæ (or menthæ pip), m. xx; alcohol, 3 iv; olei ricini, Oi.

This addition of saccharin, aromatic oil, and alcohol has been used in making cod liver oil palatable, and is very successful.

# Complexion Wash.

Corrosive sublimate, I part; ammonium chloride, 75 parts; cherry laurel water, I50 parts; alcohol, I50 parts; bitter almonds, bleached, I000 parts; rose water, 5000. Rub together the almonds and rose water to a smooth, creamy consistency; let stand two or three hours, in a cool place, and then filter off the liquid. In the filtrate dissolve the ammonium chloride, and to the solution add the cherry laurel water. Finally dissolve the sublimate in the alcohol, and add the solution to the liquid mixture.

This makes a preparation equal to any of the imported cosmetics of French, German or English manufacture, and will prove a good seller if it is attractively put up.

# Perfumed Ammonia Water.

Sodium carbonate, 20 ounces; water of ammonia, 48 ounces; water, 32 ounces. Mix.

Allow to stand two or three days, and then decant the clear solution and bottle.

The following formula yields a cloudy preparation: Potassium carbonate, I part; borax, I part; green soap, I I-2 parts; stronger water of ammonia, 4 parts; distilled water, 8 parts. Heat the water and dissolve in the soap and potassium carbonate; then add the borax, and when cold, the stronger water of ammonia. If a cheap odor is desired, the preparation may be perfumed with oil of mirbane.

# Fluid Extract of Coffee.

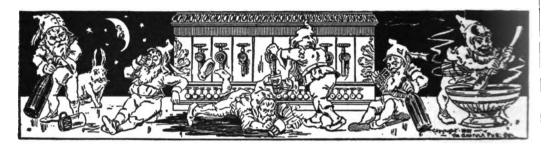
Coffee, freshly roasted and ground, & xxxii; glycerine, Oi; water, q. s. ad. Oiv. Dilute the glycerine with three pints of water and pour the solution upon the coffee contained in a wide-mouth bottle. Macerate for several days; then transfer to a percolator, add water and displace three pints. Continue the percolation until the coffee is exhausted, then evaporate the product to one pint to be mixed with the three pints of the first percolate.

LET On page 468 you will see how it is possible to get a set of handsome store placards for nothing.



Dashly, Jr.—I tell you what, guv'nor, we had a corking time last night.

Dashly, Sr.-Uncorking time, you mean.



# The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

# EDITORIAL NOTE.

[N. B. It is our purpose to make this department of practical interest to every one of our readers, who has anything at all to do with the serving of drinks to customers. New formulas and new ideas will be presented each month. That the department may be varied and of as great value as possible to every one, we ask the co-operation of all our readers. If you have any question of general interest to ask, send them in and they will be answered. The more you send the better. We want to help you make your fountain pay. If you had no profit from it last season, let us know the particulars and perhaps we can tell you why. Address correspondence to E. F. White The Spatula, Boston.]

# The Drize Contest.



HE answers to our prize contest have not been quite as numerous this year as heretofore and I shall not publish the list of winners complete until next month so as to give every one

a chance to try for them, but for the benefit of our readers, that they may have the benefit of all the good formulas that have been received I will publish them in this issue.

# Syrup Containing Malt Extracts.

The following have been sent in under this head: Ext. malt,  $\S$  vij; elixir gentian and iron (N. F.),  $\S$  j; raspberry syrup,  $\S$  iij; orange syrup (from fruit), q. s., Oij. Mix

thoroughly and serve still in phosphate glass.

— L. W. M., Lexington, Mo.

# Malt Phosphate.

Phosphate soda, \$j; dil. phosphate acid, Gtts viig; citric acid, 3j; ext. malt, \$viij; orange syrup, \$iv; simple syrup, \$iv. Mix, and serve as a phosphate.

# Iron Malt.

Ext. malt, 5 viij; beef, iron and wine, 5 viij; pineapple syrup, 5 viij; simple syrup, Oj. Mix and serve still in an eight ounce mineral glass.

# Malt A Nise.

Ext. malt, Oj; anise seed, 3 ss; water Oj. Bruise anise and make infusion with water, strain or filter and dissolve ten pounds of sugar in solution, and add the malt.

# Cherry Malt.

Ext. malt, Oj; cherry syrup, Oj. Cherry Malt invigorates and refreshes.

# Wild Cherry Malt.

Ext. malt, Oj; wild cherry syrup, Oj. Mix, and serve still in an eight ounce unineral glass.

### Wimalt.

Ext. malt, 3 xij; Muscatal wine, 5 vj; syrup, Oj. Mix, and serve still same as phosphates. Wimalt" Tonic, nutritious and refreshing. Drink Wimalt.

# Grape Malt.

Ext. malt, 3 viij; grape juice, 3 viij; rock candy syrup. Oj. Mix, and serve still using

one onnce to an eight ounce mineral glass. Drink Grape Malt. A natural food and healthful beverage.

### Kocelma.

Ext. malt, Oj; kocel syrup, Oj (formula published in this issue). Mix, and serve one ounce in an eight ounce mineral glass. Cyclists who drink Kocelma never tire. — Voelcker & Co., Louisville, Ky.

# Cherry Malt Tonic.

Malt Ext., & viij; tinct. celery seed, & ij; orange syrup, & iv; tinct. gent. co. & j; lemon syrup, q. s., Oij. Mix, and serve one ounce in an eight ounce mineral glass with or without phosphate.—Henry Smith, New York.

Best Syrup Formula of any Kind.

The following were received in answer to this offer:

# BEST SYRUP FORMULA OF ANY KIND.

# Kocel,

Fl. ext. kola. Fl. ext celery, aa 3j; wine of coca, 3 ijss. Tinct. cardsmon comp. Tinct. orange peel, aa 3ij; pineapple syrup, 3 viij; simple syrup, q. s. cong ijss. Mix thoroughly and filter. Drink Kocel for the nerves.

# Nectar Sweets.

Pineapple syrup, Oj; strawberry syrup, Oj; lemon syrup, Oss; grape syrup, Oj. Mix, and serve same as other nectar syrups. — Voelcker & Co., Louisville, Ky.

# Calico.

Elixir calisaya,  $\S$  vi; wine coca,  $\S$  vi; wild cherry syrup, q. s. Oiv. Mix thoroughly. Serve one and a half ounces to a glass with a dash of phosphate. — L. W. Marshall, Lexington, Mo.

# Hop Guarana.

Elixir guarana, 3 iv; elixir celery co., 3 iij; hops, 3 iij; orange syrup, Oij; pineapple syrup, Oj. Mix, and serve one ounce in an eight ounce mineral glass. — L. W. Marshall, Lexington, Mo.

# Walnut Chocolate.

Blanch four ounces of walnut kernals and rub to a powder in a mortar with a few drops of lemon juice. Rub well gradually adding water to make an emulsion. Transfer to cloth and express. If any residue is left return to mortar and proceed as before; express again, and continue until all the walnut has passed through or emulsified, which should amount to about eight or nine ounces. Add this product to eighteen ounces of chocolate syrup, serve two ounces to a twelve ounce glass with one ounce of sweet cream.— I. W. Marshall, Lexington, Mo.

### Clarette.

Claret wine, Oij; juice lemons, No. ij; juice oranges, No. iij; fruit acid,  $\frac{\pi}{3}$  ss. Color a wine red using pure confectioners' colors. Sugar tjss; simple syrup, q. s. cong j. Dissolve the sugar in the wine and then add the syrup and other ingredients and mix thoroughly. Serve still in eight ounce glasses with or without phosphate. This may also be served from a punch bowl with good effect. Use a 12-ounce glass one-third full of fine ice, then fill nearly full of soda, pour on syrup and mix. When used from a punch bowl add one more pint of claret to the above, and use a little more to the glass. — H. A. Williams, New York.

# THE BEST FANCY DRINKS.

# Turkey Coffee.

Use one ounce coffee syrup and one ounce of chocolate syrup and one ounce sweet cream, fill with soda, and mix by pouring from glass to glass. Use twelve ounce glasses.

— L. W. M., Lexington, Mo.

# Lexingtonian.

Fill a twelve ounce glass one-third full of crushed ice, add one ounce lemon syrup, one ounce orange syrup, and one ounce of champagne wine; fill with soda, mix thoroughly and decorate with a slice of orange. Serve with straws. — L. W. M., Lexington, Mo.

### Franklin Ave.

Fill glass one-third full of crushed ice, add one ounce pineapple syrup, two ounces of grape juice; fill with soda, add a dash of phosphate and mix. Decorate with a slice of pineapple and serve with straws.—L. W. Marshall, Lexington, Mo.

Ice Cream by the New Process.

All of our readers who make their own

cream will naturally be interested in knowing something of the new process of making ice cream at a very normal expense. This is made not only possible but very practical by the use of Hansen's Junket Tablets.

The junket tablet acts on the milk in such a way that its thickens it which, when it is frozen, gives it a richness and smoothness that can only be found in very high priced cream where pure cream only is used. Just here is place for one word. The active principle of these tablets is the pure rennett ferment by means of which the milk is coagulated and converted into junket. No chemicals are used in its construction, so no one need feel any hesitancy in using them.

The use of junket tablets ice cream can be made of pure milk alone, without the use of any cream, but I think that the use of one quart of cream (very rich) to a gallon of milk gives a better result and one may even use two quarts of cream unless desirous of keeping the expense down to an extremely low figure.

To obtain the best result from the use of these tablets great care must be taken to handle them properly, and in this article it is my intention, more than anything, to lay down these rules as experience has shown to be the best, thus giving my readers the benefit of much experience along this line.

First dissolve our "junket cream tablets" in one-half ounce of cold water. Our "junket cream tablet," by the way, is just sufficient to thicken one gallon of milk, so if you are using a larger quantity use one tablet for each gallon of milk and a half ounce of water for each tablet.

Next, heat your milk, which must be fresh and sweet, until it is luke warm (anywhere from 80 to 100 degrees F. will answer, but caution must be taken not to exceed that for it will overheat the milk and spoil the action of the tablet.

Sweeten same as you would for any other cream. I generally use one and a half pounds of sugar to the gallon for use at the fountain as I do not think that it is well to have ice cream for fountain use too sweet as the syrups

used in making an ice cream soda adds more, and if the cream be too sweet the drink is almost sickening.

Next add your flavoring, usually about an ounce of an Ar vanilla extract. Any flavoring may of course be used, depending entirely upon what you want.

When this is done pour the tablet solution into the milk and stir for half a minute then leave it at rest and do not stir or shake until the milk has set or thickened which will take from five to ten minutes, and then the cream is ready for the freezer.

Have the freezer packed in ice and pour in the thickened milk and commence freezing at once, and continue without intermission until frozen, turning the crank constantly from the minute the milk is in the freezer else the best results will be lost. Care must be taken not to freeze too hard else the rich smoothness will be lost, neither must it be left soft. Have it firm but not too hard.

# Question Box.

The object of this department is to help our readers. I am willing to answer such questions as I can and help you all I can. If any question has come up in the management of your fountain that you think would aid others to know send it in with the answer you have arrived at, it will aid others who have aided you.

Address all questions to E. F. White, 74 India Street, Boston, Mass., care of the SPAT-ULA Publishing Co.

## Vienna Chocolate.

J. A. L. writes: Kindly publish a formula for making a syrup called Vienna Chocolate? This is prepared by adding one-half an ounce of extract of cinnamon to a gallon of good chocolate syrup.

# Artificial Marshmallow Syrup.

H. S. & Co. write: Do you know of a good formula for making marshmallow syrup without using the marshmallow? We find when we use them that the syrup does not keep well.

I think you will find the following formula to be a good one and to answer your purpose: Mucilage of gum acacia (strictly fresh) 3 xij; orange flower water, 3 iv; sol. alric acid, 50 per cent., 3 ss; simple syrup, q. s. congj. Mix thoroughly and strain.

Note. — If you have no fresh mucilage of acacia on hand, the syrup may be made by triturating 600 grains of powered acacia with a small portion of syrup until a smooth paste is obtained, then add balance of syrup, etc.

# Marshmallow Syrup No. 2.

Sugar (granulated) tij; water, Oiv; gum acacia, 5 xij; whites of eggs, No. v. Dissolve the gum in one-half the water and the sugar in the other half using a low head. Let syrup cool and add the whites of the eggs which have been thoroughly beaten to a froth, then incorparate the gum solution beating all the time to make smooth syrup. Keep covered and in a cool place.

# 用 Good Book.

"Book of Directions for Soda Water Dispensers" is a most valuable little pamphlet published by Messrs. Robert Green & Son, at 1413 Vine Street, Philadelphia. It gives a wonderful amount of information about runring a fountain and the mixing of popular drinks. We are not sure, but we think any reader of the SPATULA can obtain a copy gratuitously by writing to the publishers.

# SECOND TO NONE.

I like the SPATULA, and think it second to no drug journal in the country.

GEO. D. FAROVID.

New Haven, Conn., May 29, 1900.

# BEYOND EXPRESSION.

I can't say enough in praise of your bright, breezy monthly. W. S. COTTON.

Eagle Junction, Brisbane Queensland, Aust.
May 5, 1900.

LET Duplicates of nearly all the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send ten cents, or if not, twenty cents for illustrated catalogue.

### EVAPORATION OF METALS.

It! has been discovered that certain metals give off vapors at ordinary temperature. A recent experimenter has ascertained that clean zinc will throw off vapor at low temperature in sufficient quantities to affect photographic plates, the result appearing plainly on development, and this will occur in a vacuum as well as in air. The vaporous emanations will pass through paper and through ordinary albuminized photographic paper, but not through pasteboard. The lowest temperatures at which metal vaporizes had previously been known to exist at 184 degrees F. Observers have often noted the odors of metals, and this doubtless is due to the vapors they give off, though this has not been heretofore suspected. It has found that cadmium and manganese also give out perceptible quantities of vapors.

The Texas Druggist distinguished itself by publishing a daily edition during the annual meeting of the State Pharmacuetical Association in Dallas, in May.

# What and Where to Buy for the Fountain.

CF In sending for circulars or catalogues to any of the firms below mentioned, mention The SPATULA. The favor will be appreciated and it may help you, as it will show you are a live, wide-awake druggist and mean business.

Pountains-Robert M. Green & Sons, 1413 Vine street, Philadelphia.

Fountains-Chas. Lippincott & Co., Arch street, Philadel-phia.

Carbonators—The New Era Carbonator Co, 129 Portland St., Boston.

Tumbler Washers-L. L. Rowe, 24 Portland street, Boston.

Lemon Squeezers, Milh Shahers, etc., Erie Specialty Co.,

Erie, Penn.

Root Beer and Root Beer Cooler .- Chas. E. Bardwell, Hol-yoke, Mass.

Champagne Mist, Claret Punch and Champagne Ginger-W. O Tuttle, 13 Foster Wharf, Boston.

Gem Ice Cream Speen.—Gem Spoon Co., 4 Oakwood Ave., Troy, N. Y.

Webb Ice Shaver—Fox, Fultz & Co., New York & Boston.
Stone's Paper Yuley Straws—M. C. Stone, 1218 F street,
N. W., Washington, D. C.

Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 81 High street, Boston, N. E. agents.

Junket Tablets for Ice Cream - Chr. Hansen's Laboratory, Box 1241 Little Falls, N. Y.

Phillips Fountain Chocolate—The Chas. H. Phillips Chemical Co., 77 Pine street, New York.

Aromatic Tincture of Orange-Weeks & Potter Co., Boston, Mass.

Soda Claret, Champaigne Soda, Soda Flavorz, etc.—Duroy & Haines Co., Sandusky, Ohio.

Seda Checks, Soda signs, sign-making outfits, Soda Guide (in preparation). The SPATULA, Boston.



# Dollars & Cents



ARM weather was rather slow in making its appearance this year but when it did come it came with a vengeance, and has now settled down for a good long stay

with ever-increasing ardor.

With warm weather (or hot weather as we have been having this past month) comes the rush of thirsty customers for good soda, and we trust that all of our readers were fully prepared to meet the demands made upon their fountains. We also hope that our readers had done all in their power to make the drythroated inhabitants of their respective towns come to their fountains rather than the fountains of their competitors.

In the "Dollars & Cents" of last month we gave a few schemes that were meant to bring people to your store and acquaint them with the excellent quality of your drinks. The ideas we wish to speak of this month are of such a character as to keep your name, and the fact that you dispense good soda, constantly before the eyes of your public.

# Buttons.

We were talking soda to a hustling druggist in a small town, a few weeks ago, and he told us of a scheme he was about to put in action for the benefit of his fountain business. It struck us as being a very good idea and one that could be used profitably by druggists in many places.

The idea was simply to place an order with an advertising specialty house, for a quantity of celluloid buttons with "I drink Marshall's Soda" printed on them in large type. The druggist told us that the button fad was still clung to by the small boys and girls of the town and he felt sure that a local button would "fan the flame" and result in good advertising. He expects to give them to all who ask for them and will deal them, out liberally to each youngster that buys a sods. We feel sure that he will be greatly repaid by the publicity thus gained, and there are hundreds of our readers who could well do the same at but little expense. Try it.

# A Soda Menu.

Every druggist who pretends, in the least, to make a feature and a success of his soda fountain, realizes the benefit to be derived from a booklet telling about the drinks he serves, and what they are. A person is much more liable to drop in and have a soda at your fountain if he knows exactly what you serve. This fellow knows that you can make him a delightful cherry maze; that fellow suddenly feels that one of your cocoa calisayas would tickle his palate—the result is, they drop in as they go by your store.

# BOUND TO ACHE



At times is every head. Hot weather has a great tendency to make heads ache frequently and everyone should be prepared to check the unnecessary suffering.

# Our Headache Powders

never fail to give relief. They are harmless and pleasant to take. Never be without them in the house.

Price 25 Cents per Box.
PUSH & PROSPER.

# WEIGHT



Means but little when sponges are considered, but quality counts for everything. Hot weather—a good sponge—a refreshing bath. What more can you want?

# Our Sponges

are soft, large and make sponge baths a luxury all can enjoy and afford. Do you own one?

ALL SIZES. ALL PRICES.

PUSH & PROSPER.

# A DAINTY GIRL



Wants dainty perfumery, and knowing this we keep a full line of the very daintiest. A good extract, aside from its sweet odor, has a cooling and delightful effect upon its user.

# Our Perfumery

is the kind you can be sure of, and it is always the one grade—the best.

Price 50 Cents.

PUSH & PROSPER.

# **PRESCRIPTIONS**



Come to us in large numbers each day? Why? Because we have a reputation for the purity of our drugs and the skill we use in compounding.

# Our Prescription

department is finely equipped, kept scrupulously clean, and you can be sure that you get just what your physician means that you should.

PUSH & PROSPER.

A page of seasonable ads. all ready for your printer. Use one each week. If you do not want to cut this page send us a two-cent stamp and we will send you a duplicate. Duplicate cuts may be had for 50 cents each; all four for \$1.50.

The way to acquaint the people with a list of your drinks is to issue a small booklet or menu, which you can do at a very moderate cost. Place a pile of them on your counter, and if each customer does not take one, pass one to him after he has finished his sods. You will be surprised to see how many of them will be saved for future reference. It would not be a bad idea to wrap one in each package that leaves your store during the soda season, and if you have an attractive list of fancy drinks, there will be a large number of people into whose hands the books fall who will be just inquisitive enough to try many of your new drinks in order to satisfy their curiosity.

The inborn inquisitiveness of the average American has brought profit to more than one of our national advertisers. How many people do you suppose have tried coca-cola and moxic merely because they have heard so much about them? It would be impossible to estimate; and you can get lots of customers for a new drink of your own in the same way, on a smaller scale. A menu well gotten up will help you gain this result.

# A Good Menu.

The remarks just made were very general and a suggestion or two, more to the point, perhaps, would not be out of the way.

The booklets or menu referred to may be any one of a hundred different styles, shapes, and sizes, but there is one we think you would find especially valuable inasmuch as it would be pretty sure to be kept by its receiver.

Select the drinks you wish to appear on your menu and prepare a dummy just the same as for an ordinary small booklet. Let it be small enough to be carried in a lady's pocketbook. Then have it printed on paraffine paper, such as is used for stamp books. When bound in heavy stock you will have an article that will be kept and used, and its advertising value thus increased.

You will perhaps have difficulty in obtaining a neat article in this line from your local printer, but any large druggists' advertising and printing establishment can supply you

with them at reasonable prices. We think it would pay you to look into the matter.

Handkerchiefs.

There has come to our notice a scheme for advertising a fountain and special fancy drinks, that is worthy of mention and one that we know has been made to pay.

All that is necessary is a few thousand Japanese napkins with "We serve a fine Egg Flip. Clark the Druggist," or something of this kind printed on the centre of them. Give a few hundred to each caterer and restaurant keeper in your town. Besides this watch the local papers for parties about to be given in your section and send a good big bunch to the ones who are getting them up. It will cause comment and bring business to your fountain.

# Advertising Literature.

The Show Window (monthly), \$2.00 per year (with Spatnla, \$2.50); so cents per copy. 1230 Carton Building, Chicago. Printers' Ink (weekly), \$5.00 per year (with Spatnla, \$5.00); 10 cents per copy. New York.

Advertising Experience (mouthly), \$1.00 per year (with Spatula, \$1.75); 10 cents per copy. Irving G. McColl, editor, 1306 Merquette Building, Chicago.

Profitable Advertising (monthly), \$1.00 per year (with the Spatula, \$1.75); re cents per copy. Kate E. Griswold, editor, Boston.

The National Advertiser (weekly), \$2.00 per year (with the Spatula, \$2.35). Per copy, 5 cents. New York.

Advertising World (monthly), 35 cents per year (with the Spatula, \$1.00). Columbus, Ohio.

The Ad-Writer (monthly), \$1.00 per year (with Spatula, \$1.75). St. Louis, Mo.

Advertisers' Guide, (monthly), 25 cents per year. New Market, N. J.

Advertising Success, (monthly) \$1.00 per year, (with Spatula \$1.50) New York.

# THE POPULAR ROSE ODOR.

The most successfully introduced rose odors in the past few years owe their merit and popularity to Rhodinol II. It produces a lasting and agreeable odor free from the oily, unpleasant scent, so objectional to most of the natural oils of rose. Sample ounce sent postpaid by Fries Bros., 92 Reade Street, New York, upon receipt of \$4.00. Safe delivery guaranteed.

# SORRY NOT SOONER.

The SPATULA is a dandy, and I am sorry I haven't been a subscriber sooner.

C. M. BYLER.

Empire, Ore., May 15, 1900.

# Books, etc.



Me Any concern publishing matter of especial interest to our readers is invited to inform us of the fact that it may be properly chronicled in this department.

# Hllen's Organic Analysis, Volume II, Part II.

The increasing use of petroleum products in pharmacy and the importance of disinfectants and antiseptics in medicine and pharmacy, make this book of interest to pharmacists. Except to a few specialists, the subject of petroleum and coal tar poducts is mostly a misty conception in the mind, with but few clear ideas on special products, to fall back upon.

The work before us seems to recognize this general mistiness of sources and relationships among these bodies, for it spends more space in describing the sources and properties of these bodies than is usual in the other volumes of Allen's Analysis.

The book opens with the classification of

\*Commercial Organic Analysis. A Treatise on the properties, amedes of assaying, and approximate analytical examination of the various organic chemicals and products employed in the arts. manufacture, medicine, etc., with concise methods for the detection and determination of their impurities, adulterations, and products of decomposition, by Alfred H. Allen, F. I. C., F. C. S., etc. Third Edition, Illustrated, with revisions and additions by the author and Prof, Henry Leffmann, M.A.. M. D. Volume II, Part II, — Hydrocarbons, Petroleum, and Coal Tar Products, Asphalts, Phenols and Creosotes. P. Blackston's Sons & Co., Philadelphia. 8vo., 320 pp. \$3.00 net.

the hydrocarbons and the usual methods of separating them. A chapter on Destructive Distillation follows, in which are considered both wood and coal tar, their properties, ingredients, uses, and examination. Then the attention is turned to petroleum, ozokerite, and asphalt, and the proleum products,—petrolatums, paraffins, petroleum spirit, etc.

The closed-chain series are next considered, beginning with benzene and its derivatives, naphthas, naphthaline, naphthols, anthracene etc.

These are considered in their commercial sources, uses and properties, methods of testing, detecting, and estimating, etc. The portions relating to the naphthas, naphthaline and naphthols are of interest to the pharmacists.

Phenols, including commercial carbolic acid and its varieties, carbolic disinfecting powders and phenolic disinfecting liquids, resorcins, creosote and creosote oils, etc., follows, with many practical suggestions to the pharmacists. The composition of a number of commercial disinfectants belonging to this class is given.

An appendix describes some new forms of extraction apparatus and drying arrrangements. Very complete tables of thermometric equivalents, and the relationship of Baume's scale to specific gravity are also given.

The work is in keeping in all respects, with the preceding volumes of this series.

"The Old Salamander Drug House" of Peter Van Schaack & Sons, Chicago, anticipates the dawn of the new century by publishing "Vol. 30, Twentieth Century Annual Illustrated Catalogue for 1900." It might seem from the title and the size of the volume that the book was intended to be current for one hundred years, but this we think is not so. It is still an annual performance. In it will be found listed about everything that could possibly be sold in a drug store.

Mr. W. B. Saunders, the Medical Book Publishers of Philadelphia, has associated with himself in business, under the firm name of W. B. Saunders & Company, Mr. F. L. Hopkins, manager of the subscription department, and Mr. T. F. Dagney, manager of the publication department. These gentlemen have been connected with the establishment almost from its inception, and to their capable management of their respective departments Mr. Saunders attributes much of the success that has attended his efforts.

# The Drug Market.



GAIN we have to chronicle a steady market and the usual summer demand. The weather does hold off cold and unseasonable; crops are backward, and soda business "out

of sight." Times will change, however, in the latter respect soon, and hot weather with a large "H" will be upon us, but the cream of the soda business is over and another poor year is added to the list. It is true that the seasons are changing, and there are new but two, hot and cold; mostly cold. Later there will only be one, cold, and then we will sell mostly one kind of goods.

In looking over the market, but few articles attract our attention.

OPIUM is without change. Opinions differ considerably as to the crop, but we have seen no reason to change our estimate of the result. There will be enough to go around, and to spare.

MORPHINE — No change is in sight, but one is likely at any time, for the present state of affairs is unhealthy and should not long continue. Lay in a stock, it is your time.

QUININE — Dull, as usual. Of course, at this season there is nothing but speculative interest shown in this article, and that's hard to enthuse just now. Price is, however, maintained, and the usual buyers are in evidence. It looks to us just now as though stocks were accumulating, and soon there will be sellers. Unless some unforeseen event occurs, the price will be lower.

CAMPHOR is, at present, out of season, but with the complications arising in the East, it is out of mind, for events are hastening to some sort of a climax which cannot fail to affect the price. The market for crude is very firm and holders are unwilling sellers. It seems almost a surety that we shall see higher prices before another season.

GRAINS OF PARADISE—This seems to be a scarce article some days, and again plenty. The small demand is easily satisfied and high

prices are paid by only a few. We hear one day that the market is about eight cents; all of a sudden, sixty-five cents is reported as asked, but as there are no customers at that price the market recedes, and again the old price is paid. To-day the market is reported at sixty-five to seventy cents, a perfectly ridiculous price and one which cannot hold. Buy as little as possible at these figures, you'll soon see the old ones back again.

PRICKLEY ASH BERRIES—The same remarks apply to this article as to Grains of Paradise, so govern yourself accordingly.

COCAINE — The market is a shade weaker and a drop is likely, although not sure.

MENTHOL .- Weak and in very light demand.

COD LIVER OIL—Market is very quiet. The catch has been quite satisfactory, full as much so as was anticipated.

CARBOLIC ACID has returned to old prices, the English Government having withdrawn all restrictions on its exportation.

OIL SWEET ALMONDS—Owing to a ruling of the appraisers, it is likely to be, say twentyfive per cent. higher.

ROCK CANDY SYRUP, owing to the continued advance in sugar, has been marked up by the manufacturers some seven cents a gallon. Present prices are higher than for a long time.

CITRIC ACID is likely to be higher.
BUCHU LEAVES are back to old prices.

Changes in other articles are of such small amount as to be uninteresting

Boston, June 19, 1900.

# AS USUAL.

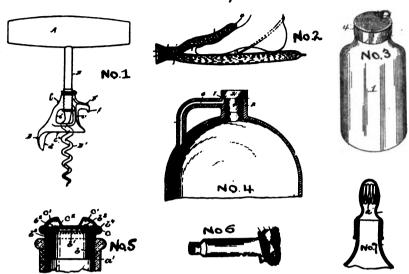
I enclose my usual subscription to the SPATULA. Another dollar well spent.

NEWTON WRIGHT.

Ilford, London, Eng., May 15, 1900.

LET U. S. or Canadian postage stamps accepted in payment of subscriptions.

# What's New.



NO. I. CORKSCREW.

Patented April 17, 1900, by Edwin Walker, Erie, Pa. Patent No. 647,775. Claim (1): "The combination in a corkscrew, of a shank, terminating in a screw, an operating-handle on said shank, a head having a recess in one side thereof and mounted on said shank near its junction with the upper end of the screw, adapted to contact with the top of bottle when a cork is being drawn and a hook on said head above the recess therein, said head and shank being so relatively arranged that the shank forms a lever for operating the hook on said head."

# NO. 2. HOT WATER BAG.

Patented by Hattie C. Cropley, Washington, D.C. Patent No. 647,294. Claim (1): "In a hot water appliance, the combination of a flexible main water-receptable formed with a filling-opening, flexible supplemental water-receptacle secured to the upper side of the main receptacle and forming therewith a pocket for the feet, said supplemental receptacle being also formed with a filling-opening, means for closing said filling-openings and preventing communication between the two receptacles."

# NO. 3. POWDER BOX.

Patented by William H. Moore, Baltimore, Md., assignor to H. F. Miller & Son, same place. Patent No. 648,278. Claim (1): "A

receptacle having a closed top and provided in its top and its side with communicating openings and provided in its side below the plane of the opening therein with a groove, a cap covering the upper end of the receptacle and having a flange embracing the same, a teat on the flange to move in the groove in the side wall of the receptacle, said cap having an opening in its top and having a lid bent out from the flange in line with said opening."

# NO. 4. GURGLESS JUG.

Patented by Frank H. Bonnette and James M. Boren, New Brighton, Pa., assignors of one-third to Walter M. Bonnette, Pittsburg, Pa. Patent No. 649,394. The illustration shows sufficiently well the peculiarities of the gurgless jug.

# NO. 5. TOP FOR TOOTH-POWDER RECEPTA-CLES.

Patented by Frederick Richardson, Providence, R. I. Patient No. 649,178. Claim (2): "In a powder distributing device, the combination with the tubular sleeve b, the plate b' integral with the tubular sleeve b, the openings  $b^2$   $b^2$  in the plate, and the beaded edge  $b^4$  of the sleeve, of the cap c, the raised ridges c' c' on the opposite sides of the central groove  $c^2$ , the openings  $c^4$   $c^4$ , and the marginal groove extending over the beaded edge  $b^4$ , whereby the cap is rotatably secured, as described."

NO. 6. COLLAPSIBLE TUBE ATTACHMENT. Patented May 8, by Francis A. Nelson, Chicago, Ill. Patent No. 648,981. Claim (1): "In a collapsible-tube holder, the combination, with a base formed from a cruciform piece of sheet metal, two of the arms of which are bent toward each other and having their tips bent outward to form a hopper-like opening there between, and the other arms are perforated and bent up into engagement with the edges of the other arms at said openings and a split turning pin through said perforations in position to grasp the closed end of the tube.

Patented by Charles E. Black, Providence, R. I. Patent No. 649,593. Claim (1): A nipple for a nursing bottle having therein a substantially cylinder-like core formed of wire, the convolutions of which extend longitudinally of said cylinder."

# ABOUT CHECKS.

Endorse across the back — not lengthwise.

The top of the back is the left end of the face.

Sign your name just the same as it appears on the face. If "C. Smith," write "C. Smith;" if "Chas. C. Smith," write "Chas. C. Smith;" if "Charles C. Smith," spell the first name in full. If erroneously spelled on the face, endorse both ways; first the wrong way, then the right.

If you merely wish to show that the check has passed through your hands, write only your name.

If you wish to make it payable to some particular person, write above your name, "Payable to ——— or order."

If you wish to deposit the check, write above your name "Pay to the order of" and the name of the bank you wish to make the deposit in.

Don't give your blank check to a stranger, as this is an open door to fraud.

Don't draw a check unless you have the money in the bank or in your possession to deposit.

Don't test the courage and generosity of your bank by presenting or allowing to be presented, your check for a larger sum than your balance.

Don't draw a check and send it away, expecting to make your balance before it can possibly get back.

Don't exchange checks with anybody; this is called "kiting" and is soon discovered by your bank. It does your friend no good and discredits you.

Keep your accounts carefully balanced on the stub of your check, and be sure you add and substract it at the right place, i.e., should you draw an amount on check, don't add the amount drawn to your balance. This is often done.

Keep your stock of war stamps on hand, place one on each check, and not expect some one else to do it for you.

# HE HAS BEEN ---

I have been very much pleased with the journal. FRED MASON.

Lafayette, Ind., April 21, 1900.

We claim to make the finest Neutral or Cologne Spirit produced in this country, and for the purpose of more thoroughly introducing it to the Pharmacist and to bring it into general use, we offer

# Graves' XXX Extra French Celogne Spirit in 5-Gall. Boxed Demijohns, Parcel free, FOR EIGHTEEN DOLLARS.

With the order we will give formulas for the manufacture of the following toilet articles:

Toilet Cologne, White Rose Cologne, Florida Water, Lavender Water (English), Lilac Water, Violet Water,

Or for household or Soda Fountain use VARILLA EXTRACT, of a quality which may be called Superb. Samples of the manufactured goods, showing possibilities, cheerfully shown at our office and distilling works, —35 HAWKINS STREET, BOSTON.

C. H. GRAVES & SONS.

# THE POWER OF A NAME

In many branches of business—there is unmistakable power in certain names. To a marked degree the reputation of the manufacturer acts as an advertisement for those who sell his goods. It is the same with chemicals. The pharmacist who dispenses Merck's Chemicals wins the favorable influence of physicians, for the name "Merck" on a label is always a guarantee of purity and reliability.

Do YOU specify Merch's?

Tannaíbin Tannin Album. Exsic. Knoll, Antidiarrheal. In two forms:
Powder and 5 grn. tablets.

Stypticin Cotarnine Hydrochlorate, Merck. Hemostatic and uterine sedative.

Three forms: Powder: ¾ grn. hypodermic tablets; elixir containing ¾ grn. per fl. dr.

Orexine Tannate Phenyldihroquinazoline Tannate,
Kalle. Appetizer and gastric tonic. Two
forms: Powder and "Orexoids"—4 grn. tablets.

Dionin Ethyl-morphine Hydrochlor., Merck. Sedative and against chronic morphinism. Powder and ¼ grn. hypodermic tablets.

Thiocol Guaiacol - sulphonate Potassium, Roche. Anti tubercular. Powder; 5 grn. tablets, syrup 5 grn. Thiocol per fi, dr.

Tannoform Tannin - Formaldehyde, Merck. Corrective of excessive and offensive perspiration. Formulæ on request.

Euquinine Quinine-Carbonic Ether, Zimmer. Perfected Quinine. No taste; no distressing cinchonism—no gastric disturbances.

Creolin-Pearson Saponified Coal-tar Creosote. Disinfectant, deodorant, germ-destroyer. Write for advertising matter.

Ichthyol Ammonium Sulpho-ichthyolate.

Alterative and intestinal antiseptic. Our Formulary of Ichthyol, 128 pages, will be sent to any pharmacist on request.

Largin
Silver-Protalbin, Lilienfeld. Bactericide and astringent. Employed in
gonorrhœa and infectious eye diseases.

# PAYS THE WAR TAX.

NO ADVANCE IN PRICE.

\$83.60 per gross. \$2.80 per dozen.

Jobbers sell in gross lots, 5% and 2½% off.

# THIS IS THE GENUINE.

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Send for Counter Wrappers, Cartons and Cards.

THE CENTAUR COMPANY,

77 Murray St., N. Y. City.

Fletcher President

When writing advertisers please add the word SPATULA.

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M. Tevett gives an account to the Academie des Sciences of a series of experiments relating to the coloring matter of plants. When plant leaves are treated with a concentrated aqueous solution of resorcinol, made slightly alkaline by ammonium carbonate, the chloroplasts swell up and agglomerate, and various constituents of the cells are dissolved and liquefied, while the coloring matter collects in large oily drops, which coagulate at once if the resocin is washed out by glycerol or water. These green globules are called chloglobin by the experimenter; they are insoluble in saline solutions, but swell up when treated with carbonate of potassium and other salts, and are altered in character by the They are slowly decomposed by dilute acids. Like many of the proteids, the globules absorb and retain coloring matters such as methyl blue, magenta, etc. Chloroglobin swells up in solutions of the alkaline hypochlorites and is decolorized, the bleached substance giving indefinite results with the ordinary reactious for proteids. It dissolves in strong alcohol, and as the solution is agi-

People who fish for compliments do not need long They will get their best bites in shallow water; but the compliments given the G. O. Taylor Old Bourbon and G. O. Taylor Pure Rye Whiskies are not shallow, but deep.

They are sincerely meant and truly deserved, being pure goods. They are positively first-class, as you will readily ascertain by asking the leading licensed dealers, for they sell them. There is nothing better in the stimulant line in the market.

Be sure that our firm name in on the label and over the cork. Sealed bottles only. CHESTER H. GRAVES & SONS, Sole Proprietors, Boston,

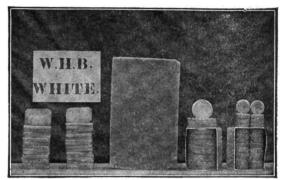


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Trade Mark.

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# WHITE

Varranted Strictly Pure Every cake stamped "W.H.B." and moulded in Round, flat cakes, and packed in 2-lb cartons, in cases of 54 lbs. Oblong cakes, packed loose, in cases of 56 lbs. Ounce cakes, in 2-lb. cartons, in cases of 54 lbs. Blocks (plain) of about 8 lbs., packed in cases of a80 lbs.

White Wax, No. 2, moulded in plain, round, flat cakes, packed in 2-lb. cartons, in cases of 72 lbs.

# W. H. BOWDLEAR & CO. BOSTON, MASS.

tated with benzine a green coloring matter, which is not affected by resorcinol, passes into the latter, and a yellow substance, which is liquefied by resorcinol, remains in the In physico-chemical properties, alcohol. chloroglobin resembles the proteids; its solubility in either, carbon disulphide, etc., seems to be due to the chromophoric nucleus of the molecule. The chlorophyll and carotine (xanthophll) are probably loosely associated with the proteid nucleus. Chloroglobin can be obtained in a very pure condition by extracting suitable leaves in strong alcohol, diluted to 20° and collecting the very fine precipitate by filtering through porcelain.

# A GOOD RECORD.

A short time ago there were displayed in . the window of Edward L. Rogers' store at the corner of Boston and Essex streets, Salem, Mass., the prescription books of the establishment since it started in 1850. The books contained over 109,500 prescriptions filled at the store. A collection of pharmaceutical implements, including a century-old mortar and pestle, was also shown.

# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scattering about counter

also your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

# Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. —17 cts. profit on each bottle if bought in 3-doz. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON. Mass.

# ORANGE SODA.

YOU MAKE A GREAT MISTAKE IF YOU FAIL TO TRY\_\_

# Aromatic Tincture of Orange, W. & P.

This tincture is made from fresh Florida and California oranges, and contains no chemicals or oils. There is no orange extract on the market that gives more delicious flavor; just like the fresh ripe juicy fruit.

# FORMULA.

\$1.00 per pint. Makes 8 gallons of syrup.

Ar. Tr. Orange, . & P...... fl. os. ol. Citric Acid...... fl. oz. ALL JOBBERS. Simple Syrup..... gal.

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BOSTON, MASS.

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Hood's Tooth Powder, Large, \$3.00 Per Dozen.

Hood's Medicated Soap, 25c. size, \$2.00 per dozen.

Hood's Medicated Soap,

# Hood's Olive Ointment,

25c. size, \$2.00 ber dozen. And jobbers are allowed to give you a discount of 5 per cent. from these prices on \$20.00 lots assorted.

The above articles sell well in the summer because they give so much comfort and satisfaction to your customers. You can recommend Hood's Medicated Soap, Hood's Tooth Powder and Hood's Olive Ointment, with perfect confidence that they will do all that is claimed for them. Kindly notice that the prices give you a handsome profit on these articles. They are prepared only by

C. I. HOOD & CO., Lowell, Mass.

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-COLLAPSIBLE TUBES.

Pill Machines

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Metal
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Breast
Pumps.
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Caps for
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Bottles.

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# Marston's Machine Folded Powder Papers.

They not only save time and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

| Numbers. | Price<br>per 1000 | Size<br>when folded.             |
|----------|-------------------|----------------------------------|
| 1        | .30               | 1% x %                           |
| 3 .      | -45<br>-48        | 2 7-16X %                        |
| 5<br>6-B | .50<br>.50        | 2% X 1 1-16                      |
| 6-B      | .70<br>.70        | 3 3-16X3 13-16<br>3 3-16X3 13-16 |

Estimates for any size and quantity furnished upon application. Special contracts made with large manufacturers of Rochelle and Headache powders.

Samples sent FREE on application by mentioning Ther Sparylla.

HE SPATULA

For sale by all wholesale druggists and dealers in druggists' sundries.

L. SOUTHER, Gen'l Agent, 73 GREEN ST., BOSTON, MASS.

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A guide teaching you plainly how, when and what to study to pass the State Board Examination successfully. Postpaid, 50e.; with THE SPATULA one year, \$1.10.

# Ice Cream for the **Soda Fountain**

RICH, SMOOTH, VELVETY. EXQUISITELY DELICIOUS AND RELISHABLE.

# Spatula Readers

Who take advantage of this offer can capture the best of the trade and make a royal profit, as ice cream can be made at HALF THE COST and in every way better than the old way, her using

# Junket Cream Tahlets.

We will send, postpaid, for 10 cents, enough tablets to make four gallons ice cream, or 100 tablets to make 100 gallons, postpaid, \$2.00.

CHR. HANSEN'S LABORATORY.

Box 1241.

Little Falls, N. Y.

# CORKS! CORKS! CORKS!

WRITE us for Samples and Prices.

OUR GOODS ARE CUT FROM ONLY FINEST GROWTH OF CORK BARK, IMPORTED AND SELECTED BY US.

# American Cork Co.

67 BLACKSTONE ST.,

Boston, Mass.

Do not forget us when writing advertisers.



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YOUR CUSTOMERS.

WHEN A LINIMENT IS CALLED FOR. SELL

FOR 25 YEARS



FOR 25 CENTS

PER BOTTLE

# We Warrant it to Give Satisfaction

Requests for advertising matter promptly supplied.

Quality, Quantity and Profit Right.

MINARD'S LINIMENT MANUFACTURING CO., - BOSTON, MASS.

Don't forget to say you saw their ad. in the SPATULA.

# ERVIOUS DRUG BOX

in Strongth, Lightness and Beauty of Finis to all others.

Walnut and Silver Poplar. Buy of Wholesale Druggists. MOUNT WASHINGTON BOX CO. PRESTON & MERRILL, Prop's. Boston, Mass.

# dacards.

Exactly what you want for your Soda Fountain, your counter, your shelves and your win-Each placard is 7 x 11 inches, is printed on excellent quality 6-ply coated card board, in rich dark blue ink, and is neat and handsome. They are the prettiest thing of the kind you ever saw.

# **OUR SPONGES** Are Expansionists

### LIST OF SIGNS. ORDER BY NUMBER ONLY.

- -Dainty Soaps at dainty prices.
  -Soda Water. Palate pleasing.
  -Hot Water Bags. Quality Right, Price Right.
  -Did your doctor recommend an Atomizer?
  -Good Spices—our kind—the best kind.
  -Nursery needs.

- Nursery needs.

  -Many smokers buy their smokes here.

  -Toilet helps. Odd things at odd prices.

  -Everything for baby's toilet.

  -Soap cases. Handsome and moderate.

  -Hot Water Bags at low prices.

  -Dependable Atomizers.

- 13-Our Sponges are expansionists
- Atomizers. All the wanted kinds.

  Perspiring humanity relieved at our fountain.

  Worthy hair brushes. Long bristles, solid backs.
- -Worthy hair brushes. Long bristles, solid back-Soda water, bright, sparkling, cold, refreshing.
  -Richest novelties in toilet goods.
  -A big headache stopped for a little money.
  -Too hot to hurry. Rest at our fountain.
  -Good Morning! Want a lemon phosphate?
  -Try our soda, there is no better.
  -Vacation and traveling hints in our cases.

- 21-

- 24—Chocolate soda, rich and creamy. 25—Hair Brushes. Luxurious goods, necessity prices.

Entire set of 25, \$1.25: with the Spatula one year, \$2.00.

Selection of any 10, 75c.; with the Spatula one year, \$1.50.

Any single card, 10 cents.

Special signs will be printed to order at reasonable prices.

THE SPATULA, 74 India St., Boston.



# **BE BUSINESS-LIKE**

The Book-Keeper is a handsome illustrated magazine of 200 pages for Business Men. No up-to-date druggist can afford to be without it. It will save him many times its cost. Subscription only \$1.00

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13 8 two-cent starops will bring a trial subscription for three months. Address exactly: The Book-Keeper, 174 Campus Bidg., Detroit, Mich.

# CATCH PHRASES\*IDEAS. A Little Book Worth I to Weigh t in Gold

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The Advertising World, Columbus, Ohio.

# This is

# "A GROWING TIME"

Amongst the Druggists of Canada. Business is good and prospects for the future are ex-

Manufacturers and Wholesale Dealers, who would like some of this business should place an advertisement in

"THE CANADIAN DRUGGIST." which reaches all the trade throughout all Canada. Rates on application.

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The Fox Automatic BAND.

(Patent Allewed.)
For filing letters, vouchers, etc., and the tying of packages. Sangha free to any business hours or professional man. IRVING P. Fox, 72 India St., Boston.



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Advertisers ike to know where their ads. are seen.

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# The Standard of Excellence.

HENRY TROEMNER.

Philadelphia. 710 Market Street. - -



Druggists' Fine Counter Scales. Prescription Scales, Weights. &c.

The Old Reliable, no experimental, patented principles used. They are used exclusively by all the United States mints and assay offices, and by all the leading Universities, Colleges, ac.

Price List on application.

Every Scale has our name stamped upon it - none others are genuine.



DECORATED TIN BOXES.

ALE DRUGGISTS

# We do not sell

our booklet which tells all about the Perfection Suppository Machine and a lot of other specialties we make. We send it gladly to any druggist who is interested enough to drop us a postal.

This booklet will tell you why the "PER-FECTION" is the best suppository mould made, and how much it costs, and how much it will save you, It will also tell you some interesting facts about the "Pearl" Suppository and "Little Diamond" Tablet Machines, Automatic Funnels, Bottle Washers, Ointment Blocks, Rubber Covered Spatulas, Pill Rollers



and Cutters, Powder Dividers and many other specialties.

FOX, FULTZ & CO., 31 Warren St., N. Y. 18 Blackstone St., Boston. Sole Manufacturers.

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# WHY DOCTORS KICK.

TWO NEW KINDS of our Tablets.



One Kind-"ANTIKAMBIA LAXATIVE TARLETS"

-Monogrammed





Also Another-Antikamnia and Quinine Lexative Tablets -Monogrammed.



Don't Get Them Confused. - Doctors and Their Patients Kick.

Many complaints from Physicians state that Druggists fre-quently dispense one for the other. Remember, one kind con-tains Quinine and the other does not.

ه AFTER APRIL 1st. 1900. ه

All Antikamnia Preparations from Tobbers ...

in 10 oz. Lots. Assorted as Dosired, \$9.25.

THE ANTIKAMNIA CHEMICAL CO.

W.A.GILL & Co. COLUMBUS OHIO.U.S.A PND ORPLETE ILLUSTRATED PRICE LACQUER DECORATE BEST SEAMLESS TIN ₹ IN·THE • MARKET

Seld at Factory Prices by the leading Wholesale Druggists and Druggists' Sundriesmen throughout the country.



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For Every Line of Business

We get out 59 new ones every week and furnish printed copy for ad. to go with each. (heapest AND best service. Cus-tomers can select from over 15.189 original designs. Write on your business to stonery for proofs and particulars—free.

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Spanish Castile Soap, Powdered Soap. 218 STATE ST., BOSTON, MASS.

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Pure Sandal Wood Oil

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> H. PLANTEN & SON. Established 1836.

FILLED & EMPTY GELATINE CAPSULES. 224 William Street, New York.

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For they are tested by us on the living animal, and their efficacy established beyond all doubt. Ours is the only House in the country that maintains a laboratory equipped for the especial purpose of testing drugs physiologically. All drugs not amenable to chemical assay, such as aconite, cannabis indica, convallaria, digitalia, ergot, elaterium, strophanthus, and other toxic and narcotic agents, are submitted to a careful physiological test before they leave our laboratory. If you want fluid extracts that have been standardized and their reliability determined beyond all question, specify P., D. & Co., and you will get them.

# PARKE, DAVIS & CO.,

Home Offices and Laboratories, Detroit, Michigan.

BRANCHES in New York, Kansas City, Baltimore, New Orleans, and Montreal, Que. BRANCH LABORATORIES: London, Eng., and Walkerville, Ont.

\*

"No frills; no flourishes. A plain-speaking, helpful journal for the hard worker."

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The paper that warms the cockles of the ad-man's a meaty and mighty independent sheet that gets at the of things and has no room for tommy-rot. You may it-but wait till you see it. Sample copy, Ten Cents. om for tommy-rot. I ou may it. Sample copy, Ten Cents.
THE AD-WRITER CO.,
Oriel Building, St. Lou Coin. Addres <del>1999999999999999999999999</del>

If you mention the SPATULA it will do us all good.

# Reduction in Price.

The "CLEANFONT" NURSING BOTTLES and NIPPLES have been on the market for a long time. Their merits are well known, as is shown by their large and steady sale, and we are now able to announce a reduction in price, which will increase their sale and benefit all concerned. To retail at 25 cents.

# CLEANFONT NURSING BOTTLE.

Greatly Reduced in Price. Retail Price New 25 cents Instead of 35 cents as Heretofore.

The Perfection of Cleanliness, Simplicity and Wholesomeness.

The "CLEANFONT" has three marked advantages over any other nursing bottle. It is vented;

it is easy to clean; it is easy to fill.

The cut shows the automatic vent that lets in the air and gives a continuous flow of milk. It is the nearest approach in its action to the mother's breast possible in a mechanical device. The vent is made of pure rubber. Each bottle, with nipple and vent complete in a handsome paper box, with handsome label printed in seven colors.





" Cleanfont"

Price, in 1-dozen lots . . \$2.00 per doz. net. Price in 6-dozen lots . . \$1.80 per doz. net. Bottles only, per dozen, net, \$1.25. Cleanfont Vents only, per dozen, net, 40 cents. Cleanfont Nipples only, per dozen, net, 35 cents.

# SODA WATER SUPPLIES.

The soda water season is in full blast, and we are prepared for it. Are you? If there is any-



thing in the soda line that you need or want let us know and we will supply it at the lowest of prices. Our goods are standard; we handle nothing but the best. If you have not already received one of our MARCH SUNDRYMAN, which contains an illustrated description of the fountain accessories we carry, we will gladly send you one if you will drop us a line.



FOX, FULTZ & GO., SI Warren St., NEW YORK. 18 Blackstone St., BOSTON.

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The Art of Dispensing.—Treats of all the manipulative details involved in compounding medical prescriptions, special attention being given to dispensing difficulties and to notes on new remedies. This popular work has gone through five editions, and five reprints of the Fufth Edition in ten. years. Price, postpaid,

Practical Methods of Urine-Analysis.
Written by a Chemist and Druggist for
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# National Institute of Pharmacy.

Do you desire to Prepare for a Board of Pharmacy Examination, or for other reasons to improve your knowledge of Pharmacy?

Have you a clerk or apprentice to whom you desire to recommend a profitable and inexpensive course of study?

The National Institute of Pharmacy supplies a course of *Home* Study at once thorough, practical and inexpensive. It consists of

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# Scoville Compounding of Drugs.

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A Handbook for the Pharmacist.

Second Edition, 8vo., cloth, \$2.50.

Sent by mail, postpaid on receipt of price.

# P. Blakiston's Son & Co.,

Publishers, PHILADELPHIA.

Webb's Ice Shaver and Crusher.



It shaves ice as line as snow. It crushes los in size of grains of corn. The blades to both shaver and crusher are adjustable, so as to shave or crush either coarse or fine, as may be desired. The machine weight about 16 pounds.

(Designed especially for use in the Shop and Laboratory.)

Comprising Labels for practically all the Drugs, Chemicals, and preparations of the United States Pharmacopoeia and the National Formulary, together with many for drugs in the British Pharmacopoeia, and for a large number of unofficial articles, utensils, apparatus, etc., in all over 2,000 labels.

# COMPILED BY

# PROFESSOR WILBUR L. SCOVILLE, Ph. C.

Of the Massachusetts College of Pharmacy.

Part I.—Labels for Drugs in Pharmacopoeia.

II.—Labels for Drugs in National Formulary. Part IV.—Labels for Utensils, etc. Part III.—Labels for Unofficial Drugs.

# THE SPATULA PUBLISHING CO. BOSTON, MASS.

S YOU ARE undoubtedly aware, my business-is fitting drug stores; but any one can fit a drug store with the aid of a carpenter. It can even be done for a very small sum of money. Because of these last two facts hundreds of druggists make a very common mistake -- common because so frequently done; a mistake, because thousands of dollars in trade are lost that way. To be sure, a small saving is made in the beginning. This small saving is a matter of much self-congratulation on the part of the druggist. An instance of economy and extravagance has happened within the past year of two men not more than a thousand miles from Boston. Two drug stores have existed for years. They are neighbors a block away. There has been little appearance of difference in their opportunity or in their trade.

About a year and a half ago I fitted one of them. The trade of this one is at least two and a half times greater than it ever was previous to refitting. There have been no changes particularly advantageous otherwise than the refitting. The population has not changed. The travel remains practically the same.

The other, a year ago, or more, applied to me with a view to refitting. After considerable discussion of the matter, and because I wished to do it in such manner as would best serve his interests, he decided to have a carpenter make the changes. They were made, and he had the advantage of plans which I had formulated. So far as the appearance of the store goes, it is easy to anticipate. So far as results in trade are concerned, it is enough to say that he has been forced to make an assignment. Had he had the increase of trade which the first one got (the one whom I fitted), I believe he would have been the same as the other — in a prosperous condition.

How did it happen? Certainly the druggist refitted by me is doing more business than the two together did. This may or may not have affected the other's trade. I do not think that alone, however, seriously affected his trade. He simply lost trade that he might have had, and not trade that went to the other place.

You can say that this is an isolated case. It is isolated only on one side — that it affords a distinct contrast. I frequently have the same contrast in a single man's business. That is, he may be doing \$50 per day, and by rearranging, refitting and remodernizing his store and his ideas, he has brought the trade to \$100, showing a net gain of \$50. This

same average result has been obtained so many times, and in so many parts of the country, that it has become an old story with me.

The druggist is constantly trying to sail against wind and tide. He uses up a vast amount of unnecessary energy. He does this because he is too conservative and too fearful of spending a dollar to do himself justice. He exercises, too strictly, the art of saving. Mine, to-day, is practically the only large factory in existence which is run entirely on drug store fixtures. To serve the wants of the druggist I have studied every part of the drug fixture business. I have put into my plant, machinery and employ skilled workmen, for doing everything that enters into the making of a drug store interior, like all good cabinet work of the finest quality; all good metal work; gold plating; silver plating; glass bevelling; mirror silvering; glass staining; show-case making; and, in fact, everything that may be required to thoroughly fit a modern store. This gives me an advantage in more ways than one. First, I am the producer, or manufacturer, and I deal direct with my customer. He pays but a single profit on the best work. Doing so many different parts of the work I am better able to plan the general effect and result. Unless the general effect is studied a good result cannot be obtained. There is always a point at which the drug-store fitter leaves off and the dauggist begins. There is a break in the harmony. This I obtain at the smallest price it is possible for a manufacturer to do, because my facilities are so complete. I am constantly on the lookout for progressive druggists; those who are located so that they can do a larger business and are broad enough in their make-up to grasp an opportunity when offered them. If you are that man, if you have that location, that opportunity, I can be of service to you if you are ambitious to increase your business. It will cost you nothing to write me, and it may lead to results very advantageous to

Long experience shows me that few druggists are obtaining the trade within their reach, however they may feel about it. I am in a position to help them to get a larger share of the trade. There is no question at all about this. You may think you can do as well without me. Possibly you may. Positively you can obtain it through my efforts.

C. H. BANGS, Pres.
C. H. BANGS DRUGGISTS' FIXTURE CO
Jewelers' Building, Boston, Mass.

# DRUGGISTS' EXCHANGE.



Any paid-up subscriber to the Spatula may have inserted one time in this column free of charge, a notice of four lines calling attention to any article which he may wish to sell or exchange with a fellow druggist. Others may have low druggist. Others may similar notices inserted on th ment in advance of 50 cents per issue. Each additional line 10 ct

FOR SALE.-Old established Manufacturing Pharmacy in San Francisco. Owner wants to retire. Address. SAN FRAM., care of Spatula Publishing Co., Boston, Mass.

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(We have a number of photographs of other Spatula children which we will publish in future numbers. In the meantime the invitation is still open to all our subscribers to send in their photographs. Everybody except villains, scamps and bacheless love children. See editorials.)

## THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Yol. VI

Boston, July, 1900

No. 10

### The Spatula

An illustrated magazine devoted to the business and professional interests of druggists.

| THE SPATULA PUBLISHING CO., | Editors and Publishers.  |
|-----------------------------|--------------------------|
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#### The Dersistent Hd.



TRIBUTE — all the higher because probably unconscious — was paid to good advertising when the writer of a recently published short story named a horse

Sarsaparilla because the animal looked as if he had "that tired feeling." The two go naturally to gether; one is the complement of the other. Why? Because the fact has been so persistently drummed into us that it is an unforgettable lesson.

#### Versus Inertia.

When our ancestors were crawling out of their caves and grasping the first convenient club to kill the first convenient animal for breakfast, the Chinese could look back upon centuries of civilization. To-day the descendants of those savages are making a plaything of the Chinese Empire. The reason is obvious; it is only an-

other case of progress and development versus inertia. The moral is just as plain. It is — keep hustling and you'll get there.

#### Photographs.

The SPATULA wishes to extend in this way its sincere thanks to Mr. James P. Heyl, of Hamilton, Bermuda, for a set of very large and handsome photographs of scenery upon that beautiful island. We hope to reproduce some of them in future numbers of the SPATULA for the benefit of our subscribers. In this connection we wish to say that we are always glad to receive from our subscribers photographs of anything, but especially of anything connected with the drug business.

#### Very fine.

It is not easy to realize how very little of a substance is capable of detection by the olfactory nerve. Investigations of certain German scientists have shown that one-twentythousandth of a milligram of oil of roses is plainly recognizable by its odor, while the 4,600,000th part of a milligram of chlorophenol and the 460,000,000th part of a milligram of mercapten may be detected in the same way. But another curious fact is that all of these require the presence of moisture to develop their odor. In fact, a perfectly dry substance of any sort is probably odorless.

#### Glucose Hrticles.

The use of glucose is increasing rapidly, not only in candies, foods

and drinks, but as a substitute for glycerine in the arts. When mixed with certain other bodies, it possesses properties similar to glycerine, and is much cheaper. It is thus used as a filling and softening agent, sometimes as a neutralizing agent, and even for lubrication. In food stuffs it can be used in much less quantity than cane sugar to produce the same consistence, but it is only one-third as sweet as cane sugar. It prevents the crystallizing of cane sugar in preserves, and saves the fruit, —less of the latter is required.

#### "Sick of the Sight of It."

Over-familiarity is irritating, whether it is the over-familiarity of an impudent fellow, or the monotory of too familiar surroundings. Even the most attractive surroundings lose their charms after a long continued witnessing, and a change is necessary to again develop the thrill of pleasure in the old scenes. Hence the need of a vacation. When one feels irritable and out of sorts, it is not merely a changed physical condition that is needed, but a changed mental view as well. Take a vacation and see something new, whether you get any "rest" or not. There's revigoration in it and it will be much easier to keep sweet afterward.

#### Mischievous Moulds.

Disease germs are regarded as the most serious of the microbes in their effects, but some of the non-pathogenic germs are very annoying at least.

and sometimes may lead to serious The moulds, for inconsequences. stance, in their ubiquitous sauciness are annoying and wasteful, but rarely have they been considered as serious factors except in special arts. Recent experiments have shown, however, that the moulds are the direct cause of mischief from arsenical fabrics and wall papers. The arsenic in these is. of itself harmless enough, but the moulds change it into the volatile poisonous arseniuretted hydrogen, which insinuates itself slowly into one's system and makes the mischief.

#### Children's Dictures.

The pictures of druggists' children which we have been publishing during the past few months we believe have added much to the interest and attractiveness of our magazine. This month we publish a group picture of several of these promising kids which we believe will be carefully looked at, not only by the fond papas and mammas of the little cherubs, but by most of our other subscribers as well. have already published enough of these pictures to show to the world that pharmacists have no reason to be ashamed of their children, who evidently possess much more than the average of beauty and intelligence. The SPATULA is running no invidious contest in publishing these portraits, but does so simply for the pleasure it gets from the act and for the pleasure it hopes to give by it to its readers. We have several more in our draw that have not yet been printed,

and we hope to receive a great many others in the future which we hope to be able to publish from time to time.

#### The Sense of Smell.

There is a general impression among laymen in science, at least, that the animals are much keener of scent than man, but except in certain particulars, this is a question not easily determined. The dog, for instance, has a highly developed sense for the animal odor, he depends in part, upon



FROM THE ORIENT.

his nose, for the gratification of his appetite and as a means of warning from his foes or of favor from friends. So his attention to animal odors is fixed and his faculties become acute toward them. But there are finer and more delicate odors abundant about him which he appears not to notice. Whether he notices these at all or not, it is difficult to say. But man will notice these quickly and acutely, and a little attention to any of these will develop a high grade of sensitiveness toward it. In fact the sense of smell seems to be, in a large measuse, a question of attention or necessity. Emphasize these and the sense becomes more acute.

#### Methyl Hlcohol.

A number of pharmaceutical writers have noted a peculiar odor and quality which developes when tincture of iodine is made with methyl alcohol. An irritating vapor is noticed, and the tincture so made is more soluble in water than a tincture made from grain alcohol. The cause of this phenomena has not been known. Recently a Dr. Kruger has found that commercial wood alcohol contains chlorine compounds, formed probably during the process of purification. Formerly iodine was used to eliminate acetone and other impurities, and Henkruge thinks that chlorine may have been substituted for it. At any rate the chlorine compounds found are instable, but do not interfere with the usual tests for purity in methyl alcohol. Since iodine and chlorine combine to form a compound quite soluble in water, a possible explanation of the trouble which pharmacists have had with a methyl alcohol tincture of iodine. The fact that a highly purified methyl alcohol does not show these pecularities points toward some such explanation.

#### Unanswered Letters.

A certain credit agency has included in its code of ratings a number which indicates, "pay no attention to correspondence." This is a formal acknowledgment of the existence of a condition of affairs which is an annoyance to every house doing much of its business by mail. There may be reasons for this: there can certainly be no excuse. The man who permits himself to get into the habit of allowing his correspondence to remain unanswered is not only guilty of gross discourtesy but is doing himself an injury. The natural inference is that he is either wilfully negligent or careless, and a reputation for either of these will do more to interfere with a man's success that any other thing except downright dishonesty. There is much that might be said on the subject but it can all be summed up thus: if every business man would live up to his knowledge of business principles and business courtesies there would be no such thing as an unanswered letter.

BIGGS AND DRUGS.

Biggs: How do you find your new store

bov?

Drugs: Asleep, generally.



The Bright Side.

(This photo, was taken in our store last summer after 10 o'clock, P. M., by flash light. The party was at our fountain for refreshments. Taken with a 4 x 5 camera. T. W. Grimes, Salisbury, N. C.)

## The fathers of Pharmacy.

BY C. J. S. THOMPSON.



IPPOCRATES, the wise physician and father of medicine according to Soranus, was the son of Heraclides and Phæna-

retes, descended from Hercules and Æsculapius. He was a Coan by birth, and was first instructed by his father, and then by Herodicus and Democritus, of Abdua, the philosopher. He flourished at the time of

the Peloponnesian war, and after being instructed in physic and the arts, left his own country for Thessaly, where his fame soon became known, even as far as Persia. He was sent for by the Perdiccas, King of Macedonia, who was then thought to be consumptive, but Hippocrates diagnosed it to be a disease of the mind, and soon cured the king. He is also said to have delivered his own coun-

try from a war with the Athenians by prevailing upon the Thessalians to come to their assistance, for which he received great honors from the Coans. He taught his art with great candor and liberality to those who were desirous to learn, and at length died full of honors, it is said, on his 90th year, and was buried between Gyrton and Larissa. A quaint old tradition states that at his tomb a swarm of bees settled and made their honey for a long time, with which children troubled with aphthas, anointed by their nurses at the grave, were easily cured.

He was by no means covetous of money, but grave in his behavior and a lover of Greece, as it appears from his curing those of that nation with the utmost diligence, and freeing many of their cities from the plague, for which he acquired great honors.

Though Æsculapius lived so near to the time of the Trojan war, yet the Greeks knew very little about him. The superstition of the time gave him a position among the gods, and as he was adored under the character of the genius of physic, it came at last to be doubted whether he was ever a mortal; consequently his priests were obliged for their own sakes to make themselves masters of all the physic that the master could teach, that they might be qualified to give advice to those who applied to them; their prescriptions passed for the suggestions of the gods, the cures for the miraculous. But both diseases and remedies were carefully recorded. Strabo tells us that from these registers in the temple of Æsculapius at Cos, Hippocrates formed his plan for a proper diet

At first the science of healing was accounted a branch of philosophy, so that the cure for diseases and the study of nature owed their rise to the same persons. Among the many philosophers skilled in the science the most celebrated were Pythagoras, Em-Democritus, and Hippopedocles. crates of Cos. After them came Diocles the Crystain, Praxagoras and Chrysippus, with Hierphilus Erasistratus, many of whom practised their art in entirely different ways. At this period physic was divided into three parts, the first cured by diet, the second by medicines, the third by manual operations. Those who treated dietetic methods endeavored to extend their views farther, with the assistance of natural philosophy. Then came Serapion, the apostle of practice and experience, and afterwards Asclepiades, who worked a revolution in medical science as then practised.

The knowledge of both surgery and medicine even in the time of Celsus is very remarkable, and many of their forms of administration of medicine are used at the present day. The enema was largely used by the ancients, a common one being Hydromel, described by Dioscorides as being made by mixing two parts of water to one of honey; sea-water was also largely used for the same purpose, and Celsus recommended the copious drinking of hot water as a laxative

Asclepiades was the originator of massage and friction, and in his book of general remedies describes his treatment, which is similar to that performed to-day. Poultices of meal of various descriptions were commonly employed, linseed or fenugreek being the favorite media.

Asclepiades studied in Alexandria, and after practising in Greece and Asia Minor, finally settled in Rome in the early part of the first century B.C. Here he soon met with success, and established a reputation of great skill. He was the physician and friend of Cicero, and probably also the instructor of Lucretius in the Epicurean philosophy of which he was an enthusiastic advocate.

He believed the body to be composed of atoms or molecules, with spaces between, through which. like a sieve, various atoms of other shapes were continually passing in and out of the body.

In practice he believed in curing his patient with as little discomfort as possible, which doubtless helped to make him popular. He was averse to the employment of violent remedies and the excessive use of emetics and purgatives so much favored by his fellow-practitioners.

. He advocated the use of music as a soothing agent, and was strongly in favor of bathing frequently and massage.

He strongly believed in wine as a remedial agent, which, it has been said, may have accounted for his popularity with the Roman ladies, with whom, as a physician, he was in great demand. He lived to a very advanced age, and died, it is stated, from the effects of a fall.

Galen, born at Pergamus in the year 131 B.C., studied in the school of Alexandria, which then had considerable reputation, and there he formulated his system of treatment founded on his knowledge of anatomy and observation. His fame having spread abroad, he travelled to Rome and became physician to the Emperor Marcus Aurelius. According to Galen, the health of the body depended on an equal and uniform mixture of solids and liquids, and its sickness from their inequality; consequently, the physician should foresee illness. He was a profound student of ana-



THE COMING PHARMACIST.

(From photograph contributed to recent Spatula Prize contest by A. V. Kand, Wolfville, N. S.) tomy in his early career, and afterwards turned his attention to physiology. His views as to inflammation, intermittent fevers, and his system of antipathies and sympathies, place him very much above his predecessors.

"In the beginning of the fifth century," says Lacroix, "the practice of medicine, like that of surgery, which was not yet a distant branch, continued to be free without any authorization being required. There were even women who, like the Druidesses of the Gauls, treated the sick." Charmers, unconscious, no doubt, of the occult forces which they set to work, attempted to cure neuralgic pains, country bonesetters to mend fractured limbs, while oculists and impostors of the worst kind travelled the country.

It was not until the close of the eighth century that a regular course of medical instruction was founded, the first of the kind being organized at Salerno in the kingdom of Naples.

Alexander of Tralles, a noted physician flourished in the middle of the sixth century. No Greek doctor equalled him since the days of Hippocrates in regard to his knowledge of his art in those primitive days. He is said to have possessed to a high degree the art of diagnosis, and he laid down a principle that no decision should be arrived at as to the treatment of a case until the specific causes of the disease had been carefully considered. His depreciation of violent aperients, his views on melancholia and gout, and his general common-sense treatment stamped him as

a man of superior attainments and ability. He was the first to resort to bleeding from the jugular vein, and to use iron in certain diseases affecting the blood.

It must not be imagined that the Roman practitioners of medicine were ill-paid, for it is recorded that Stertimus made some \$30.000 a year, and Canie, a surgeon, is said to have received \$10,000 for one operation, which contrasts well with fees of modern times. Votive offerings to the Roman deities were frequent, and sometimes consisted of land, animals, coin, jewellry, and other articles. Other bribes which have been discovered near ancient shrines are terra-cotta figures of deities, human beings, animals, and also portions of human anatomy, such as the liver or stomach. This superstition still exists, and is practised in many parts of Italy, the peasants making votive offerings similar to those of two thousand years ago.

The object of offering models of various portions of the body to special deities was doubtless to propitiate the god to heal that special part from which the patient believed his complaint originated.

#### P. O. TWIGG, SHANGHAI.

Enclosed please find \$1.25 as subscription to the SPATULA. I have only started in business here recently (April 16th), although I have been brought up, apprenticed and worked as assistant to a firm of druggists here for 131-2 years, and with that experience, together with 5 years in England (Europe), I am pretty sure of doing a good business. I would be glad if you would mention this as I carry American goods and want to get known.

P. O'BRIEN TWIGG.

Shanhai, China, May 26, 1900.

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H favorite of the Stage.

## Prescription Recording.

In the SPATULA for September '99 a method was given for registering poisons so that the sale could be traced from the label, we now have to offer a method of registering prescriptions.

We believe a good prescription business to be most frequently the best means of measuring a pharmacist's professional standing. There is certainly no part of our business more gratifying and none more coveted than a large prescription trade.

The accompanying illustration will explain itself. This method we have

used for more than a year with most pleasing results. It furnishes a convenient method for keeping track of one's prescription business. At the end of each month one has only to figure out the number filled and price, the number and price of new prescriptions, and the number and price of refills. All this information is useful to have and more than pays for the little trouble of posting up the records. The most valuable feature is the easy means it affords for looking up prescriptions when the number is lost.

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Two YARDS.

## The Situation in England.

BY F. PILKINGTON SARGEANT, PH.C.

Principal Leed's College of Pharmacy, England.



HE pharmaceutical situation here is very much the same as it was six months ago though there is no doubt but that a reaction has begun. The result of the election of the Council

of the Pharmacuetical Society shows that the old order is gradually changing. We can now look forward to a healthy revival between two distinct parties, the result of which, must, in the course of events, be beneficial to the craft. We cannot expect any drastic reforms nor can we expect any mild reforms for some time, since the reform party only exists in embryo, but that the new members will incite the council to a greater activity cannot be doubted.

The act providing for the more direct control of companies, houses in the distance, and it is to be hoped that an attempt will be made to introduce some clause or amend some clause so as to give more recognition to the qualified individual, and to prevent the usurpation of chemists' titles by bodies of unqualified quacks. The chemist, having to some extent, surrended his rights by assuming an indifference amounting to absolute selfishness, cannot expect to have them restored at a moment's notice, but he can fight for a portion of them, cursing his pharmacuetical forefathers the while.

Another subject which is agitating the minds of those who are interested in pharmacy as a profession is the proposed division of the "minor" or qualifying examination. As at present conducted this examination is a most severe strain on the pharmaceutical student. Six subjects must all be passed in the ridiculously short space of two days, failure in one of which means failure in the whole examination.

There is no enforced curriculum, the student may obtain his knowledge how and where he pleases, there are no colleges of pharmacy (with the exception of the "Square" and one or two University colleges which have special courses) that are under proper supervision, the result being that many of the students are "crammed" at inefficient schools, and so passing the examiners, reduce the general educational status of the craft. The average chemist at present loses all interest in professional work almost immediately on qualifying, his interests have not been sufficiently awakened, in fact, very often he views the sciences with something of an abhorence.

To remedy this state of things, and to place the examinations on a more satisfactory basis, it is proposed to enforce a curriculum and to divide the examination. This could be conviently done by allowing the candidate to sit for the scientific portion of his examination after an enforced curriculum of six months, leaving the technical subjects to be taken after a further period of study, say from three to six months. The colleges at which students might pursue their studies should be under some supervision and subjected to periodical inspection. There will, however, be a great number of details to arrange before this most desirable change can be accomplished.

There is a great deal of dissatisfaction felt at the way in which qualified and unqualified men have been collected and hurried off to South Africa as "dispensers." It would have been much better had the War Office insisted on their dispensers being qualified, though perhaps at the rate of pay allowed, it would have seemed strange. The position of chemists in the army, navy and civil service is very far from what ought to be, and certainly demands attention.

Some attention is centered on the impend-

ing struggle between the general Medical Council and advertising dentists, one of the latter having been struck off the register is about to appeal. The Medical Council could hardly have done otherwise, and if the appeal succeeds they will be in rather an awkward position, for if a chemist may advertise there is no reason why a general practitioner may not. It is to be hoped that the decision of the Council may be upheld, for the sake of dentistry as a profession.

#### Education of the Bense of Smell.

Dr. Benedict finds that the sense of smell is but rarely cultivated: not one in fifty persons has the power of distinguishing individuals by this sense. Some have described the odor as usually agreeable, and often in the case of the opposite sex, as an excitant of passion. It is impossible for any one to keep inodorously clean. The following odors may be detected singly or combined: (1) Neglected skin secretion, sebaceous or sudoriparous; (2) the special odor of the axilla; (3) the special odor of the smegma; (4) the special odor of the perineum; (5) the special odor of the scalp; (6) the odor of the breath; (7) menstrual blood; (8) the odor of the feet; (9) drugs excreted by the skin. Owing to personal differences in chemistry, some may remain free from odor while careless to bathing, whilst others cannot by the greatest care counteract a tendency to bromidrosis. After diarrhœa a characteristic saline (?) and not disagreeable odor may indicate the loss of serum or mucus. Phthisical patients are apt to develop a peculiar sour odor of the breath, especially after cavities have formed. The odor of mecurial stumatitis is described as characteristic, but personally the writer cannot distinguish it from the odor of noma or other extensive ulceration or of necrosis.

Sour eructations do not usually produce more than a temporary odor of the breath, but the same bacterial process is likely to take place in the mouth. Gangrene of the lungs has a characteristic odor. In diabetes not only the breath, but all secretions, may be perfumed with what was formerly supposed to be acetone. The odor of chronic alcoholism is quite different from that of recent drinking. In very few instances is there a characteristic odor diagnostic of disease favus and variola are examples. Problems in toxicology are often solved by the sense of smell. Dr. Benedict sounds a note of warning. A man was convicted of murder, mainly on the testimony of a physician who gave a death certificate of natural causes, but whose suspicions were afterwards aroused. He made a necropsy several days after death, and the body had been embalmed. From the odor of the brain he made a positive diagnosis of hydrocyanic poisoning. Dr. Benedict thinks that as the brain has normally a peculiar odor, which may be described as spicy, and as that physician did not make many necropsies, one may be pardoned for doubting whether the odor of hydrocyanic acid was present.

#### BETTER YET.

Old gentleman (looking over fine tooth combs): Is this the best you have?

New clerk: No; we have an excellent insect powder.

#### ALL RIGHT.

The SPATULA is all right. I couldn't get along without it. GEORGE H. DUNCAN. East Jaffrey, N. H., June 18, 1900.



.Two Coons.

(From photograph contributed to Spatula Photo Club by L A. Thompson, Blue Hill, Me.



WINDOW TRIM No. 5 - RUBBER GOODS.

### Practical Pointers for Pharmacy Mindows, V\*.

BY CHARLES A. MILLER.



ROBABLY no better time than the vacation months will offer itself to present the promised hints and tips on window signs. Many who make attractive windows are often in a quandry concerning the signs.

They feel the importance of signs and price cards, and also are sensitive to the fact that whatever of art or novelty may be used is only a part of the object of making the display. Many are perhaps deterred from making any special effort in the direction, through inability to produce satisfactory cards, etc.

This inability more frequently results from not knowing just what to use to produce the best and quickest results than inability to execute. These signs are largely of such a nature as to be for temporary use, and consequently a minimum of expense is an item for consideration.

Ready made signs are not always just what is needed, and a poorly executed "homemade" one is pretty sure to carry an impression that oftentimes vitiates an otherwise excellent and trade promoting display. My experience in overcoming all these difficulties has been of an eminently practical nature. I am still a veritable novice in the art of lettering, but I am quite sure the hints and facts found in this article will be of some value to many more skilled, and I am especially sure that anyone who so desires can, by a little patient perseverance and practice, execute window or other signs that will compare favorably with many produced by professionals.

For small signs, price cards, etc. "The SPATULA Sign Outfit" is a most excellent

<sup>\*</sup>Copyright, 1900, by the Spatula Pub. Co.

one, covering all the necessities of small work, and being especially fine for the execution of ornamental letters, or for cards on which considerable reading is desired, such as are usually executed with a pen. "The SPATULA Placards" cover a wide range of subjects, and are exceptionally desirable for continued or occasional use.

The scope of this article covers a condition outside the two utilities mentioned above.

The beginner usually finds his greatest difficulty in ascertaining what are the proper tools and the best materials to use to produce a satisfactory result with the least expenditure of time.

You cannot do good work with poor brushes. The ordinary camel hair pencils of the store are not suitable, I can't say why, but I am reminiscently conscious of the fact that they aren't.

Select regular "lettering pencils," found at large paint and oil stores. They are of sable or badger hair and the "brush" part I in. to I I-2 in. long. Three brushes will cover all ordinary requirements. Select one very fine and the other two graded somewhat larger respectively, so that you have three different sizes. Avoid too large ones at the start, for they prove rather unwieldly in inexperienced hands.

To select a good brush do not wet it with mouth, as many do, but holding the quill with thumb and finger of one hand, grasp the brush with thumb and forefinger of other hand, near the quill, and slowly draw the hairs through to near the end of hair, then observe if hairs are all of same length and present a square chisel-like point. If so it's all right and will cut a square corner in a letter, and "work up a line" without botching. A small pine stick 4 or 5 inches long can be inserted into the quill for a handle.

The paint should flow well and dry quickly. Buy flake white, or jet black ground in Japan (oil paints spread). Those in collapsible tubes are usually most convenient.

Thin carefully a small portion at a time, say about sufficient for the work laid out, using turpentine so that it flows and covers

well. It dries immediately, and should you happen to run beyond the line, can be erased with point of finger, when dry. Letters can be easily "sharpened" in this manner if a trifle irregular at edges. This is for inside card signs. Cloth or outside signs require dry colors mixed with shellac to proper consistency, instead of turpentine. It is best to have conveniently by, a little alcohol to wipe out pencil with, from time to time, as it occasionally clogs. Always wipe out and clean brushes in alcohol or "terp." when through using, drawing them to point through thumb and finger. In this way they are always ready for use, and retain their usefulness.

For card stock I prefer to use maroon color and white paint. Buy what is called show card stock, it comes in various colors and different thickness. Black, white and maroon work well, but some of the other colors "rub up" and discolor your brush and paint. The colors mentioned make the neatest signs, and can be read the farthest.

All the signs shown in this series of articles were made with the material I have mentioned.

There are many reasons why the GOTHIC letter is best for use, but that's a story for a future number.

#### A SOFT SIDE FOR US.

Enclosed please find post-office order, value \$5.00. This will pay arrears and keep me good on your books for a year or two. I have a soft side for your little monthly.

NICHOLAS DODD.

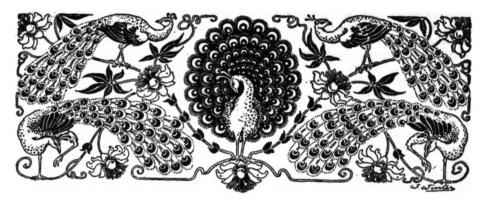
Port Chalmers, N. Z., May 11, 1900.

LET U. S. or Canadian postage stamps accepted in payment of subscriptions.





ONE YARD AND A THIRD.



## The Art Preservative—Commercially.

BY HARRY M. GRAVES.

#### He a Side-Line



N spite of the volumes that have been written by great novelists and the epigrammatic essays propounded, by those whose real experience in life is superficial, condemning moneygetting as a business, I have the greatest admiration for the man who can see the dollars

and cents side to every proposition that comes before him. For myself I want no nobler occupation than to earn all the money I possibly can—honestly, of course—in order that I can place at the disposal of my family every comfort and as many of the luxuries as the circumstances will permit.

Call it selfishness if you will. It may not be ideal, but the world does not bestow its favors on idealists nor do these laggards of society accomplish anything that is good—good in sense of beautifying the material condition of the down-trodden and oppressed and poverty-stricken.

In material things we get all the real comfort there is in anything. This has considerable to do with introducing the subject of 'Photography as a side line for druggists.' Not a new subject, true, but I propose to put

enough thought and originality into this department of the SPATULA so that it will be of some practical usable value to its readers.

I am going to assume that this department was never before a feature of the SPATULA, and that the subject "Photography supplies as a side line" is an entirely new one to druggists. Thus will I assume entire responsibility for its success, and at the same time start a train of thought in some druggist's mind who is looking around for some new paying side line. Those druggists who already are making money with photographic supplies, I will ask to go over the ground again with me. It is not unlikely that this review will have revelations of its own that will be a help and worth the trouble.

In selecting a line of photographic goods, the druggist should use the same good sense and discretion as he does in buying his line of fluid extracts and prescription drugs. He should attempt to equip himself with goods that meet the popular standard, for which there is the most call. This class of goods has a basis on which to stand and as a new merchant you can make claims with no fear of falling down. Reliable manufacturers stand back of their goods, they protect you, and while the fact that you do not have Iso-phos

printing cut paper, may lose you one small customer, if you do carry the standard sizes of selio dekko and velox, you will gain many conscientious and painstaking amateurs for steady traders.

I have in mind an instance where a druggist's initial investment in photographic goods was less than \$50, and where the gross profit from this department the second year was \$80. This is an exceptional case, but it was done in a town of less than five thousand population.

The matter of making a success of this side line is entirely one of creating interest. It works itself down to personal work on the part of yourself and clerks. You must make amateur photographers.

I know that perhaps this is rather dry stuff to read, but it is just as necessary that you should read it and follows just as largely as removing the husk from an ear of corn to get at the real article.

I must make a start. I must get every druggist to reading this department. I want every druggist who will write me either about his success in conducting such a department in his store or seeking information as to formulas or where to buy goods; any question, so long as you will write and show an interest.

Next month I shall be more practical. I shall give some formulas which I hope will be usable and of interest to those interested. In addition I hope to have some letters from interested readers; some inquiries to answer, etc.

Furthermore, I am going to present some plans and methods which I know are original and which I think any druggist who adopts them will find to pay well.

Don't forget to write me about anything, questions pertaining to this subject which you would like light on.

#### A PRIZE WINNER.

Mr. Charles A. Miller, of East Boston, Mass., whose work on "Practical Pointers for Pharmacy Windows" is now running serially through the Spatula, won one of the prizes in the recent window display competition of Wells, Richardson & Co., of Burlington, Vt.

#### Photographing Children. -

There is perhaps no branch of photography that has been tried so many times, has caused so many failures and disappointments to the amateur photographer as child photography. It is just as easy to photograph children if there are not too many of them as it is to take a landscape, when one knows how.

The first thing is the place, which should be outdoors. The time of day is from 8 to 10 A.M. and 3 to 5 P.M. Between the hours of 10 A.M. and 3 P.M. the sun is too high, so that the light come too straight down to have a good lighting effect. The light comes almost straight down during the middle hours of the day. Make the exposure when the sun is obscure behind a cloud and not when it is shining bright. Use a large stop and medium fast speed on the shutter.

Do not attempt to hunt up some fine laudscape for a background, for it is a picture of a child or children you are going to take and not a landscape, and you cannot very well have both and make a success. The background will in all probability be out of focus.

See that the background is some dark object or objects, see that it does not include any object you do not wish to have in the finished picture, such as your neighbor's ash pile, tumble-down sheds, garden full of weeds, etc.

Do not take your picture against the sky, lake or sea, or the features will come out dark.

Place the child at least twelve or fifteen feet from the background.

Never focus on a child you are going to take a picture of; but place a chair or have some one else stand while you focus on them. If you are alone with your subject, which I prefer to be, drive a stick in the ground and hang a flower or leaf on it and focus on that, being careful to have it about the height of the child. When you have your focus fixed and ready to make the exposure place the child just where you focused. One child is enough to begin on, other children or family pets only give you the more to contend with

and some of them will be sure to spoil your picture. When you get your subject in the proper place take your position just where you want the subject to be looking in the finished picture—toward the camera or to the right or left. Of course you cannot get farther than your shutter bulb will reach.

Both sides of the face should not be lighted alike or it will produce flatness, therefore the body should be turned slightly from the direct source of light. So take your position where it will cause the child to look and not be looking directly toward the setting sun, if Wait until the child is in the afternoon. taken up with something in another direction, then speak to it. It will at once look directly toward you, all unconscious that it is going to have its picture taken. As soon as it turns its head toward you make the exposure. If the child will not stay in its place let it run around and you wait till it gets on the spot where you focused and then speak to it. . when it will look toward you.

The reason for not focusing on the child you are going to take a picture of is because it will become restless and by the time you are ready to make the exposure you will be unable to do anything with it.

If you wish to take a group of children take them at play. It is easier to manage them and they look more natural.

If you wish to take a picture when the sun is shining, get in the shadow of a building or high fence. The shade of a tree or trees are not very good places to take pictures, for some small streaks of light are sure to get through just where you don't want them and quite unnoticed till you get your print made.

If you want a picture without any distinct background, place your subject forty or fifty feet in front of some trees with dense green leaves. Use an ordinary plate which is not very sensitive to the shade of green, and in developing keep the negative rather thin, that is, not very dense. If not convenient to take the picture out of doors it can be taken in the house just about as easy and about as good, except, possibly, the background. I find a pair of portiere curtains or a plain

dark shawl makes a very good background for indoor photography.

Focus the same as you would out of doors, place your subject in the proper place, uncap the lens watch the child and when it has the proper pose ignite the flash powder.—
W. MARSHALL, in Photo-Beacon.

#### Spatula Photo Club.

#### NOTA BENE.

We wish to say to the members and wouldbe members of the SPATULA Photo Club that unless they take a more lively interest in its affairs and send in their contributions more numerously and more promptly than they have done during the past few months, the club will be disbanded. The SPATULA has taken a great deal of interest in the club, and it is sure a great majority of its members have also done so, and it will feel very sorry to no longer receive and distribute the photographs from the various members of the club. We hope our readers who are interested in photography will make another spurt and keep the organization going. It is not a moneymaking scheme, and the SPATULA'S interest in the club consists solely in a desire to accommodate its members.

For the benefit of those who are not already members of the club, we repeat membership in it as free as salvation. All that is necessary for the applicant to do is to send to the SPATULA twelve unmounted photographs of any one subject accompanied by a two-cent stamp. These the SPATULA will distribute among twelve other members of the Club, and he will receive in return a collection of eleven other photographs contributed by as many other members of the club. There are no restrictions as to size, quality or subject. The title of the picture and the name and address of the sender must be written or stamped on the back of each photograph.

#### Photographic Periodicals.

Wilson's Photographic Magazine (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year (with Spatula, \$2.50); 25 cents a number. New York.

Photo-Ers (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

The Photo-Beacon, \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Chicago.

The Photo-Miniature (monthly), \$2.50 per year (with SPAT-ULA, \$3.00); 25 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00] per year (with Spatula, \$2.50); 20 cents a copy. New York. 8

#### MUSHROOMS.

A wider and more diffuse knowledge of the character of mushrooms and their employment of a food would be of inestimable advantage to this country. The almost animal character of the mushroom makes it an exceedingly nutritious article of diet, and its existence everywhere in such endless profusion brings it, almost without cost, within the reach of all.

Nor need any one have any fear of poisonous fungi, for with a little experience or careful study of charts, the larger edible species may be easily detected. Mr. Curtis, a botanist, has designated a hundred and eleven species of edible fungi, forty of which he has collected within two miles of his own home. In Russia and Poland, fungi formed the staple article of diet with the common people; many tribes in the former country subsisting wholly upon them.

Profits from one hundred to one hundred and fifty per cent. are made from mushroom grounds near London, and immense quantities are cultivated in subterranean caves near Paris, one proprietor sending daily four hunhundred pounds to market. In selecting mushrooms for the table, those which are old, or are perforated, showing that they have been worm eater, should be rejected. As their resemblance to meat is so remarkable, the rules governing its cookery apply equally to mushrooms.

They may be boiled, stewed, pickled, or cooked with savoury condiments; fried alone in butter, or with pepper, salt, onions, and other spices, they are delicious. Mushrooms may be served alone, or mixed with meats, fish or eggs. They are "wholesome, delicious objects of food, full of aroma and flavor," under all circumstances.



A PH. G.

#### ABOUT SLATE PENCILS.

Slate pencils were formerly all cut from solid slate just as it is dug from the earth. Pencils so made were objected to on account of the grit which they contain, which would scratch the slates. To overcome this difficulty Col. D. M. Stewart devised and patented an ingenious process by which the slate is ground to a fine powder, all grit and foreign substances removed, and the powder bolted through silk cloth in much the same manner as flour is bolted. The powder is then made into a dough, and this dough is subjected to a heavy hydraulic pressure, which presses the pencils out the required shape and diameter, but in lengths of about three feet. While yet soft the pencils are cut into the desired lengths and set out to dry in the open air.

After they are thoroughly dry the pencils are placed in steam baking kilns, where they receive the proper temper. Pencils made in in this manner are not only free from grit and of uniform hardness, but are stronger than those cut out of the solid slate. For these reasons they have entirely superseded the old kind. Over 25,000,000 pencils were made and sold in the year 1899 by one manufacturing company alone.

As the use of pencils in this country has greatly decreased in the last decade, a foreign market has to be secured for this enormous output. Pencils are sent to almost every civilized country in the world, including Japan, China and India, as well as Rurope.

#### DOESN'T LIKE OUR METHODS.

We are in receipt of yours of the 1st instinclosing bill. Enclosed please find P. O. money order for \$1.00 to balance our account. We return you by this mail the SPATULA for March received this A. M. Please discontinue sending us your journal. We admire your nerve in sending us a bill a year in advance and notifying us that if it was not paid by the 15th inst. you would draw on us for the amount.

ALF. WHITWORTH.

Deer Lodge, Mont., April 4, 1900.

ME U.S. or Canadian postage stamps accepted in payment of subscriptions.



[It is the wish of the editor of this department to make it of as great practical value to the readers of THE SPATULA as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

#### Grape Juice.

Two correspondents have asked us for a method of preparing grape juice to be used as a beverage.

Select good ripe grapes of any fancied species. Concord grapes are largely used because they are juicy and of good flavor. Other grapes may be employed, but the flavor will depend, of course, upon the variety. Express the juice and filter if necessary. In the juice dissolve sugar to suit the taste. The more acid the juice the more sugar will be required, but in general a pound of sugar to a gallon of juice will be found sufficient. Then heat the juice to boiling, skim off any scum which arises and strain the liquid into bottles or jars. Place the latter in boiling water for ten minutes and seal up while hot. The juice will then keep so long as the contents remain unopened, but will spoil rapidly after being opened. If it is desired to have a juice which will keep under all conditions, preservative is needed. Seventy grains of salicylic acid, or two drachms of benzoic acid per gallon of juice, will act well. The former is prohibited by law in some states, and the latter is therefore preferred.

When a press is lacking the following method of obtaining the juice may be employed. Remove the grapes from the stems and place in a suitable kettle, preferably one of copper. Add just enough water to nearly cover the grapes, and heat the whole to boil-

ing. Boil ten minutes then express to the juice and strain. Add sugar to taste, place in bottles or jars, heat in boiling water for ten minutes, then seal while hot.

#### Bottle Wax.

A recently patented (in England) formula for a bottle wax which is spirit and water proof calls for calcium resinate, softened to a desired consistency by the addition of petroleum oil. The addition of a little cleate of zinc makes it soften at a lower temperature, but does not add to its efficiency. The calcium resinate is made by heating 3 parts of slaked lime with about 23 parts of melted resin.

#### Purifying Alcohol.

A new process for purifying alcohol consists in treating the crude spirit with lime in the proportion of 2 to 10 grains of caustic lime per liter of alcohol. The mixture is agitated constantly during 3 to 6 days, then allowed to settle and the clear liquor decanted. A concentrated solution of tartaric acid is then added until the liquor is neutral, then filtered through wood charcoal. An alcohol of good taste and odor is thus obtained.

#### Arsenic In Man.

Prof. A. Gautier has demonstrated that arsenic exists in minute quantities in the normal brain, thymus and thyroid glands of man.

#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to if we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED. It exists in combination with nuclein, in a manner simular to phophorus. Arsenic is thus a necessary element in the human body and explains in part the efficiency of arsenic as a medicine.

#### A New Form of Thermometer.

Keats wrote "the cricket's song, in warmth increasing ever," and science has proved the poet's words to be correct. At 65° C. the cricket gives 100 chirps per minute, and increases the number of chips in direct proportion to a raise in temperature. A formula has been given by which the temperature can be calculated from the number of chips heard, but we recommend the old mercurial thermometers as more convenient for city use.

#### Increased Power.

A French scientist has recently found by experiment that iodine has nearly ten times the bactericidal power of chlorine when used in sterilizing water. The iodine killed all non-sporing pathogenic bacteria in 30 minutes when added in the proportion of one part in 100,000 of water. When chlorine was tried nearly ten times as much was required to produce the same results.

#### Stimulating Liniment.

A warming and stimulating liniment which will not blister is often demanded. The following are excellent preparations of this sort: Ground capsicum, 3 ounces; benzine, 1 pint; oil of wintergreen, 2 ounces; oil of origanum, 1-2 ounce; oil of sassafras, 1-2 ounce. Macerate two weeks and filter. When used, the liniment is poured upon the part, and covered immediately with a cloth wet with water as hot as can be borne. There are few internal pains which will not yield to this treatment, yet it never blisters, if not rubbed.

Another good liniment is, tincture of capsicum (prepared from one part capsicum and 3 parts alcohol), 18 fluid ounces; soap, 1 drachm; camphor, 1 ounce; oils of rosemary, lavender, clove, and thyme each 2 1-2 drachms; ammonia water, 3 1-2 fluid ounces.

#### Excessive Perspriation.

The editor of the Medical World offers the following suggestions for the checking of

profuse or offensive perspiration. Local perspiration in the groin or axilla is best treated by thorough washing in very hot water. This alone will give relief for several hours. Inunction with an ointment may follow. This is composed of salicylic acid, 20 grains; boric acid, 1 drachm; woolfat, 1 ounce.

Sweating feet are treated by thorough washing and gently drying, once each week only. Every night dust the feet well with a powder composed of salicylic acid, 20 grains, and boric acid, I drachm. Rub well into the skin and between the toes. Dust the insides of the stockings with the same powder, and wear stockings thus dusted during the night.

Good dusting powders for checking perspiration are, Formaldehyde solution, 10 parts; Thymol, 1 part; Zincoxide, 350 parts; starch, 650 parts. Also, powdered alum, 50 parts; boric acid, 25 parts; starch, 25 parts.

#### Antiseptic Solution.

- (1) Thymol, 3i; eucalyptol, 45 minims; oil of wintergreen, 40 minims; oil of horsemint, 1 minim; fluid extract of baptisia, 3i; benzoic acid, 3ii; boric acid, 3iii; alcohol, 3 pints; water, 5 pints.
- (2) Menthol, 2 grains; thymol, 8 grains; oil of wintergreen, 5 drops; oil of eucalyptus, 6 drops; alcohol, 3 ozs.; fluid extract of baptisia, 20 minims; boric acid, 1-2 oz.; water, to make 20 fluid ounces.

#### Sarsaparilla Flavor.

Oil of wintergreen, 3vi; oil of sassafras, 3ii, oil of cassia, 3iss; oil of clove, 3iss; oil of anise, 3iss; alcohol, 3vii. Use i drachm of flavor to a quart of syrup, with caramel to color.

#### Liquid Dentifrice.

Ground quillaja, 2 ozs.; glycerine, 2 ozs.; alcohol, 4 ozs.; oil of bergamot, 30 minims; oil of wintergreen, 20 minims; oil of cloves, 10 minims; distilled water enough to make 20 ozs. Macerate 7 days, and filter. If not clear, add some powdered pumice and again filter.

#### Bay Rum.

Oil of bay, 3ii; oil of bitter orange, 3i; oil of nutmeg, 4 minims; rum \$iii; stronger

orange flower water, 3 iv; alcohol, 3 xxx; water 3 x1. Dissolve the oils in the alcohol, add the rum then the orange flower water, and lastly the water gradually. Now add 3 ii of powdered carbonate of magnesium and shake occasionally during 7 days, then filter. If more color is desired, a little caramel coloring, or a drachm of borax will serve the purpose.

#### Plant Fertilizer.

Sodium nitrate, 4 ozs.; sodium phosphate, 2 ozs.; ammonium sulphate, 2 ozs.; sugar, 1 oz. Mix. Dissolve 2 drachms of the mixture in a gallon of water, and give to the plants once or twice a week.

#### Ink for Writing on Glass.

Resin, 3v; borax, 3i parts; methylene blue, 15 grains; alcohol, 5 ounces; water 8 ounces. Dissolve the resin and methylene blue in the alcohol and the borax in the water. Then mix the two solutions.

#### Anilin Marking Ink.

Nigrosin, 30 grs.; mucilage of acacia, 3 drachms; alcohol, I drachm; hydrochloric acid, I drachm; hot water enough to make 6 ounces. Dissolve the nigrosin in 3 ounces of hot water and add the alcohol. Then add the hydrochloric acid and the mucilage, and finally enough water to make 6 fluid ounces.

#### Menthol Cholera Drops.

Menthol, 6 parts; tincture of giuger, 8 parts; tincture of opium, 10 parts; spirit of ether, 76 parts. Take 10 to 15 drops every half hour.

#### Menthol Ice.

Equal parts of menthol, paraffin and spermaciti are melted together, the menthol being added last. To be applied to the head for headache, or to the nostrils for cold in the head.

#### Menthol Snuff.

Menthol, 15 parts; boric acid, 30 parts; ammonium chloride, 55 parts. For use in cold in the head, etc.

#### Menthol Toothache Drops.

Menthol, 8 parts; chloroform, 8 parts; alcohol, 94 parts. To be applied on cotton.

#### Saline Disinteric Mixture.

Magnesium sulphate, 20 grains; diluted sulphuric acid, 10 minims; deodorized tinct. opium, 10 minims; chloroform water, to make 2 fluid drachms. Dose, one dessert-spoonful.

#### Cholera Mixture.

Chloroform, 5 minims; tinct. capsicum, 5 minims; aromatic sulphuric acid, 10 minims; spirit of champhor, 10 minims; deodorized tinct. opium, 10 minims; brandy to make 1 drachm. Dose, one teaspoonful.

#### DESERVE CREDIT.

When subscription is again due, please in some way so inform me, and oblige. I give it as my opinion that you deserve credit for the useful, careful and general good get up of the SPATULA.

C. H. KING.

Arlington, N. J. July 9, 1900.



AN UP-TO-DATE YOUNG MAN.
(Duplicate, 50c., with the Spatula one year, \$1.25.)



### The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

#### Question Box.

The object of this department is to help our readers. I am willing to answer such questions as I can and help you all I can. If any question has come up in the management of your fountain that you think would aid others to know send it in with the answer you have arrived at, it will aid others who have aided you.

Address all questions to E. E. White, 74 India Street, Boston, Mass., care of the SPAT-ULA Publishing Co.

#### Angostura Bitters.

W. A. W. writes: Can you furnish me with a formula for angostura bitters or something aimilar?

- (I.) Angostura bark av., 5v; chamomile flowers, av. 5j; cardamon seed, 3ij; cinnamon bark, 5ij; orange peel, av. 5j; raisins, tj; proof spirits, cong. ijss. Macerate in stone crock for one month, press and filter. Color, cachineal, grs. xliv.
- (2.) This formula it is claimed is the original but for ordinary use No. 1 will be found to answer the purpose: Angostura bark, av. 5 j; calisaya, av. 5 ss; red sanders, av. 5 ss; orange peel fresh, grs. 160; alkanet, grs. 160; licorice root, grs. 100; dandelion, grs. 100; pimeto, grs. 100; tormeric, grs. 80; cardamon, grs. 60; Canada snake root, grs. 50; serpentaria, grs. 50; gentian, 40; orange berries, grs. 40; talu balsam, grs. 40; rhubarb, grs. 20; galangal, grs. 20; nutmeg, grs. 20; corian-

der, grs. 20; calectue, grs. 20; caraway, grs. 15; cinnamon bark, grs. 15; mace, grs. 10; cloves, grs. 8; alcohol, gal. 1; Honey, av. 5x. Reduce the solids to a coarse powder, macerate with the alcohol for 15 days, agitating once or twice daily, draw off one half of the liquor, and add the honey to the residue. Macerate a few more days, strain, mix the two liquors and filter.

There are a number of other formulas but I presume one of the above will cover your needs.

#### Rock and Rye Syrup.

H. W. C. writes: Can you furnish me with a good syrup containing liquor to recommend for colds?

I think the following will answer your purpose. The name "Rock and Rye" being familiar as a cure for a cold is a good one.

- (I.) Pure Rye Whiskey, Oij; ext. vanilla, 5 jss; fruit ac., 5 ss; simple sy., q. s., Cong. j.
- (2.) This is used where a large percentage of whiskey is wanted: Rye Whiskey (best), Oiij; water, Oj; sugar (granulated), jvi; acid (fruit), 5 ss; foam (if desired), 5 ss. Mix and filter.

#### THE SODA WATER DEPARTMNET.

Find enclosed money order to the amount of \$1.00 for subscription to the SPATULA from April, 1900 to April, 1901. The soda water department alone is worth the price of the subscription.

ELMER E. PIERCE.

New London, Conn., June 25, 1900.

## Prize Article—Advertising the fountain.

BY H. E. WEAVER, CHICAGO, ILL.



DARRYO part of the soda business needs any more attention than does the advertising which you put out in various ways to attract the public to your stand.

The one first principle to remember is not to advertise until you have something to advertise. The future of a fountain depends upon the quality of the goods that you put out over the counter.

Quality comes under two heads. quality of the syrups; and second, the quality of the service. Quality of service is becoming a very important factor in these days and time has gone by when you can put a boy behind your fountain to wait upon the trade when he has had no experience. People soon learn where their drinks are mixed correctly. I don't mean that every one can suit everybody or all classes of trade. Experience teaches that what in one city would be considered poor and sloppy, in another would be taken as being all right; that depends upon how the public have been educated. thing is well to remember you can educate people easily to a new standard if it be a better one, but you cannot go back and hope to have anything like success in securing a good share of the trade.

But why should not one give the best? Surely one good dipenser is as good as two or three boys, and you will keep - in place of loosing trade.

I am not now, understand me, speaking to the small dispenser of soda but to those whe are going in for a good trade. I am speaking to the man who is investing his money in the business and going in to make the fountain a paying part of his business.

If by giving the public better goods and better service you can gain a good business, and I know of a few cities that are to-day waiting for some one who thoroughly under-

stands the business to come and secure the cream of the trade, why not do it?

Perhaps some of my-readers may be just opening up a place in hopes of securing the business of the town, and if such is the case, I hope these few words of advice may not come amiss. The intention of this article is not so much to call your attention to what or how to serve, as to attract the trade to your door.

Taking it for granted that our goods are as good as the best and our service all that we could desire so that a customer coming once will be sure to go away satisfied and come again saying that they have been treated fine, what comes next?

If you have such a place you may be sure that the money spent in other good judicial advertising will not be lost.

The question which now confronts the new man is "how is he to get people to come to give him a trial?"

We naturally presume that a man who expects to do a good business has located in a central position. This done, naturally there are many people passing, and the first thing to be thought of is having the place attractive.

A room that is really cool and attractive is the one important thing. People like to go into a nice cool room and sit for a few minutes under the breeze of an electric fan and enjoy the beauty of a glass of soda served in a neat and dainty style.

There are many ways a room may be made to look attractive. Neat and tidy decorations are the principal means of making an attractive store. I can lay down no set rule for decorating a fountain; personal judgment must be brought into play in that respect.

Brightness and cleanliness of everything in connection with the fountain goes further toward giving the public a good opinion of your place than anything else.

So much for the store, now how can we induce the thirsty public to come in and taste our wares?

Newspapers offer a very good medium in the smaller cities for notifying the public of a fountain if it is used in the proper manner.

The simply putting, however, of a few lines in the paper will not have the desired effect (see following):—

SODA WATER.
BEST IN THE CITY.
A. & B. PHARMACY.

Such advertisements are money thrown away. If you are going into newspaper advertising you must go at it in a way to do good.

Have, for instance, a "Carnation Day." This is not a new idea, but still a good one. Then advertise the fact that you have a day of this kind. Use plenty of space. A carnation given away will attract many people to your fountain. They come out of curiosity. They are well served. They will come again.

Music is a drawing card that can be used providing your store is of sufficient size to permit of such proceedings. They draw the trade for the first time.

I do not believe in having such things on days which are naturally busy ones. Have them on days when you don't expect to be busy, to draw in the class of trade you want.

Soda water windows are a good drawing card, but used too seldom, because as a rule it takes some little time and thought to get up a window that is attractive and suggestive of first-class soda.

Keep up just such work as this for one season; keep at the public in such a way that you almost compel them to come, and when your season is over you will have the trade; and if you have treated them right you will find that the question of advertising the second year will be a very small one, for such news travels and once established, your satisfied customer is your best advertisement.

These are a few of the means that can be used to beguile the thirsty public to your fountain, if you are a careful reader of the drug papers you will often see pointers, that are worth money, on advertising, the fact that I would emphasize is that it is the keeping at it constantly that brings you success. Just one trial given to this line will do very little good, for until you have become established you must keep your name ever before the public.

There is an old saying that "keeping everlastingly at it brings success."

Errors there are; I have known places to be opened with a rush, doing an immense business for a few days—and to what result? only to find in a short time the trade just dwindling away. Here we know that the advertising used had brought the people, but the quality has failed.

Other places are a long time in gaining a reputation that might have been gained in a few weeks had they gone after the trade in a proper manner.

No one need be the first, and few need be in the second place.

One of the best advertisements that I have ever known of was used by an Omaha druggist during the Omaha Exhibition and consisted in giving a souvenir spoon to every one buying a soda. These spoons were of course a cheap affair, costing a half cent each, but still people by the thousand went there for one of those spoons, which were in fact well worth while to secure.

Such little things, appropriate to the time and occasion are what you need. Keep an open eye and see if you can't find some new or novel means of bringing in the trade.

The two things of most importance to remember are:

"Be ready for business."

"Go out after the business."



#### Hward of Prizes.

The prizes will be awarded as follows and the books sent upon publication, which we hope will be in the near future:—

To H. E. Weaver, Chicago, Ill., best article on advertising the fountain.

To Henry Smith, New York, for the best drink containing a malt extract.

To H. A. Williams, New York, for the best syrup formula of any kind.

To Voelcker & Co., Louisville, Ky., for the largest list of formulas.

To L. W. Marshall, Lexington, Mo., for the best fancy drink of any kind.

#### A NEW REMEDY.

An Auburn, Me., woman is firm in her belief that an alarm of fire is the best cure for the toothache when a boy is the sufferer. She had dosed her boy for hours; when the fire alarm sounded he must go to the fire. Nothing more was heard of his toothache the rest of the night.

#### What and Where to Buy for the Fountain.

CF in sending for circulars or catalogues to any of the firms below mentioned, mention The Spatula. The favor will be appreciated and it may help you, as it will show you are a live, wild-awake druggist and mean business.

Fountains—Robert M. Green & Sons, 1413 Vine street, Philadelphia.

Fountains-Chas. Lippincott & Co., Arch street, Philadelphia.

Carbonators-The New Era Carbonator Co., 129 Portland St., Boston.

Tumbler Washers-L. L. Rowe, 24 Portland street, Boston.

Lemon Squeezers, Milk Shakers, etc., Erie Specialty Co.,
Erie, Penn.

Root Beer and Root Beer Cooler. - Chas. E. Bardwell, Holyoke, Mass.

Champagne Mist, Claret Punch and Champagne Ginger— W. O Tuttle, 13 Foster Whasf, Boston.

Gem Ice Cream Spoon.—Gem Spoon Co., 4 Oakwood Ave.,
Troy, N. Y.

Webb Ice Shaver—Fox, Fultz & Co., New York & Boston. Sione's Paper Juley Straws—M. C. Stone, 1218 F street, N. W., Washington, D. C.

Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 81 High street, Boston, N. E. agents.

Junket Tablets for Ice Cream - Chr. Hansen's Laboratory, Box 1241 Little Falls, N. Y.

Phillips Fountain Chocolate—The Chas. H. Phillips Chemical Co., 77 Pine street, New York.

· Aromatic Tincture of Orange-Weeks & Potter Co., Boston, Mass.

Soda Claret, Champaigne Soda, Soda Flavors, etc.—Duroy & Haines Co.; Sandusky, Ohio.

Soda Checks, Soda signs, sign-making outfits, Soda Guide (in preparation). The SPATULA, Boston.

#### THE GREEN FIRE.

At 2 A.M. on June 27 a fire broke out in the plant of Robt. M. Green & Sons, manufacturers of soda fountains, in Philadelphia. The flames started, apparently, in a hand elevator in the west wing of the building where there is a fake floor, between the second and third floors, used for storing materials. They spread rapidly until the two upper floors and stock were completely destroyed. The stock in the lower floors was badly damaged by water. The loss is estimated at \$100,000, fully covered by insurance, and as soon as possible the erection of a new and complete plant will begun. The firm will fill all orders for the fall trade with new designs and new stock.

Messrs. Robt. M. Green & Sons have received many kind expressions of sympathy from their friends and they appreciate them greatly.

Corean paper is so strong and dense that it can be used for umbrellas.

Queen Victoria and the Czar of Russia own beautiful typewriters of white enamel and gold, with keys of ivory.



ON THE BEACH.
(Duplicate 50c., with Spatula one year, \$1.25.)



## Dollars & Cents

CONDUCTED BY THE SPATULA.



HE soda water season is now at its height, and the wide-awake and advertising druggists all over the country are reaping the benefit of the time, money and brains they expended at the beginning of the

season in calling attention to their drinks and soliciting patronage for their fountains. We have taken particular pains to watch the advertising that druggists here in Boston have been doing for their fountains and we have also watched results. While we have not made a great discovery by seeing that the biggest trade goes to the best advertiser, still we have greatly strengthened the opinion we have always held, that advertising a fountain and drinks in a judicious and well thoughtout manner, more than pays.

As we remarked before, the soda season is at its height and forethought has paid many druggists, but it is not too late for some of you who have not taken advantage of your opportunities to dig in and drum up a good share of trade during the rest of the hot season. Cudgel your brains and put a few of your ideas into play. Have a little courage and step out.

Others are getting shead of you merely because they have confidence. If you cannot think out an idea or scheme get out a few of your last copies of the SPATULA and see whether we have suggested anything in this department that you can use. We hear from lots of druggists who followed out one or another of the schemes we have suggested and they find they pay. Why shouldn't you make them pay? Write to this department as often as you want and we will help you all we can, gladly.

A Window Display.

A few days ago we were walking down Tremont Street in Boston, and noticing a crowd in front of a drug store window, we stopped and looked, as you would have done. We were pleased as you would have been—and we said to ourselves "A good ad." You would have said the same thing, and there is no reason why you should not have the same display in one of your windows at no extra expense.

In the centre of the window were suspended three huge percolaters and directly beneath each was a large bottle into which dropped a soda syrup. The flavors were pineapple, strawberry and raspberry. All that the percolaters contained were the fruits, syrup and sugar. A huge placard hung above the whole display which read, "We do not buy our syrups.

#### DISGUSTED



With your toothbrush? Do the bristles come out, or is its shape inconvenient?

Some brushes have no excuse for being used by anyone, and per-

haps you have been unlucky enough to get one of this kind.

#### Our Toothbrushes

are of the best selected stock; convenient shape; stiff bristles; well secured.

ALL SIZES. ALL PRICES.

PUSH & PROSPER.

#### A SMILE



Flits over the face of our regular soda-water patron when someone tells him that better soda can be obtained than we serve. Our pa-

trons know better and stick to us because we serve the best.

#### Our Soda Water

is the purest, best and most delicious that can be made, and if you will try it you will agree with us.

PUSH & PROSPER.

#### SOUR STOMACH



Causes headache. Headache causes one to feel as though he didn't care whether school kept or not. A good headache powder will

make you feel like yourself again.

#### Our Headache Powders

are sure, safe and easy to take. They will tone up your stomach and clear up your head.

Per box, 25 cents.

PUSH & PROSPER.

#### IT'S SURPRISING



How cheaply we.
sell our proprietary
medicines. Any of
the standard remedies that you may
want you will find
can be bought of
us cheaper than of

any other druggist.

#### Our Patent Medicines

are always fresh. We never allow stock to stand around for years. We sell the best, and for the least money.

PUSH & PROSPER.

A page of seasonable ads. all ready for your printer. Use one each week. If you do not want to cut this page send us a two-cent stamp and we will send you a duplicate. Duplicate cuts may be had for 50 cents each; all four for \$1.50.

We make them and know what is in them. So do you now."

The soda dispensers of this drug store are always busy.

#### An Advertising Letter.

The Walker Rintels Drug Company who have two stores in Boston are sending out the following letter with which is enclosed a coupon good for a five cent drink at their sods fountain:—

Dear Sir: - A few days ago we were talking with a prominent newspaper man about advertising and he contended that sending letters to customers was not good advertising as they did not read the letters. We made him a bet as to the number of replies we would get from this letter and we want you to help us win it. We are willing to pay you if you will help us. The enclosed ticket is good for a glass of our delicious cold Carolina Root Beer at our store 166 Summer Street, opposite South Station, and if you will hand in this letter at our cigar department we will give you one of our famous Mima Cigars, the only Havana and Sumatra wrapper cigar sold in Boston for 5 cents that is as good as any 10 cent cigar. know we sell patent medicines and drugs cheaper than any firm in New England. Our prescription department is our especial pride, in charge of graduates in pharmacy, where the work is done accurately and promptly. We have a physician at our store whom you can consult free of any charge. In short we have the most complete drug store in the United States. Are you with us?
The Walker-Rintels Drug Co.

In a way we think this is a good advertisement as most people are always more or less interested in deciding bets, perhaps, and aside from this the Walker-Rintels Co. may serve such good root beer and sell such good cigars that they will obtain regular customers for one or the other if they can induce people to give them a trial, but we must confess that they are hardly fair toward the "newspaper man" with whom they are betting.

If they were to offer something for nothing, as they do in their letter, in the newspaper which the "newspaper man" represents, we venture to say that they would receive quite as many replies as they will from this letter On the other hand we cannot agree with the "newspaper man" when he says that people do not read advertising letters. We are of

the opinion that they are read and that they pay if they are of the right sort and have merit. All good advertising pays, and it would be folly to say that there are no good advertising letters.

We would be very much interested to learn what the exact results of this letter were.

#### From Montana.

There is a druggist in Butte, Montana, whose advertising we have been interested in for several years and he seems to make a tenstrike with all the schemes he works up. His name is Ferte and he is ever ready to take up any new scheme for publicity that seems to have merit.

We have just recieved two samples of his work and are pleased to note that the idea for one of them was suggested by us in the April Spatula. We discovered the scheme worked by Mr. Clark of South Omaha, which was to enclose a slip of thanks with each prescription, and we printed the slip in full in these columns as we thought it could be made to pay in any locality. Mr. Ferte thought it would pay in Butte, so with a few changes, tried it and it did pay. The moral of this is that it may pay you to try some of the ideas suggested in this department.

The other piece of Mr. Ferte's work is a four page folder. On the first page in the lower right hand corner, is printed "A personal invitation." The second and fourth pages are blank and the third page is given up to the following:—

Have you ever been invited to patronize any drug store? You would not attend a meeting, social or banquet without an invitation; then why should you place your patronage where it is not solicited? This is our invitation to you. We want your custom; if not all, we would like a part. If we can get a part of it, we think you will be pleased to give us all. We have nothing but the best in our line, and prices for goods and service are no higher than you would pay for risky service. May we have the pleasure of a call from you?

This Mr. Ferte distributed and with good results.

MT Read right through to the end—ads. and all. Everything is interesting.

### Books, etc.



Me Any concern publishing matter of especial interest to our readers is invited to inform, us of the fact that it may be properly chronicled in this department.

The Farbensabriken of Elberseld Co., 40 Stone Street, New York, have published a new price list dated July. It includes the well known "Bayer" product and technical preparations for which this firm are the American selling agents.

#### AS TO THE LABEL BOOK.

Received the Label Book No. 1. Must say that it is just what is needed. The type is plain, concise, and can be read at any distance in the ordinary store room. We anxiously await the others as they are issued. Thanking you for the same, I remain.

Peoria, Ile.

J. E. HUBFR.

#### Some Good July Magazines.

The Cosmopolitan, Irvington, N. Y., 10 cents per copy, \$1.00 per year.

The Ladies' Home Journal, Philadelphia, 10 cents per copy, \$1.00 per year.

The National Magasine, Boston, so cents per copy, \$1.00 per year.

The Bookman, New York, 20 cents per copy, \$1.00 per year.

Trained Motherland, New York, 10 cents por copy, \$1.00 per year.

The American Kitchen, Boston, 10 cents per copy, \$1.00 per year.

#### PILLS AND CAPSULES.

Electricity in the atmosphere has no direct influence on the growth of plants.

Acetone methyl salicylate and hydrocyanic acid are very common constituents of plants and are widely distributed in plant life.

There are 1000 vessels which cross the Atlantic Ocean regularly every month, some of them twice a month.

Six different kinds of flavor have been developed in milk by the action of lactic bacteria, probably due to different species of the germ.

A rheumatism germ has been found which produces rheumatism in animals as well as man. It is easily killed by salicylate of sodium and grows well in "extract of muscle." It is not abundant in the blood, but can be ready found in rheumatic persons.

A diatom which gives a fishy or geraniumlike odor to drinking water, causes the formation of bodies similar to geranium oil in its growth. The diatom grows best in stagnant water and in the light. Darkness checks its growth.

The germs are hard to kill. Dr. Bolley has sealed cultures of various germs hermetically and found that they will live in the closed tubes for several years and come out fresh and active after their long rest. Even when dead the germs were not disintegrated.

C. H. Dickey of Highland Falls, N. Y., pharmacist, recently celebrated the thirtieth anniversary of his business career by making a window display of his prescriptions, which numbered 105,161, and by renewing his subscription to the SPATULA. We hope he may live to put up another hundred thousand.

Professor Dewar has immersed seeds in liquid hydrogen, having a temperature of 485 degrees below zero Fahrenheit, and finds that after a six hours' freezing the seeds will germinate, apparently as well as ever. On the other hand seeds which have been heated at temperature below the boiling point of water are easily killed.

## The Drug Market.



IDSUMMER duliness is upon us, and the consequent indisposition to hurry matters is visible. The wholesale trade, however, reports a good business. Trouble

in China has disturbed many articles in the drug trade, and advancing prices are much in evidence in articles coming from the East. Oils of Anise and Cassia, Rheubarb Root and kindred products are much higher, and holders are unwilling sellers.

OPIUM is higher, say ten to fifteen cents, and advices point to higher prices, not because of shortage, but on account of speculation. Why, however, trouble in China should be given as an excuse for a make-up, is hard to see, as trouble in China will interfere with importations into that country, and so help to bring about an accumulation which would indicate lower rather than higher prices.

MORPHINE is unchanged but the demand is very heavy.

CODEINE is also without change in price and is reported to be in light request.

QUININE has been advanced two cents per ounce, owing to the advance in price of Bark at the last auction. The Bark situation is being manipulated to influence the price of the Alkaloid, and it is possible a further make-up will follow. These speculations go in waves.

MENTHOL seems to be in the hands of speculators also, and the firm position of the article is endeavoring to be shown. The market is firm.

CARBOLIC ACID is higher and the market is very firm. A further rise is likely.

GLYCERINE is very firm for this time of year and higher prices are looked for, warranted by the strong position of crude abroad.

COD LIVER OIL is firm but without interest.

CASTOR OIL has been steadily advancing and is now held at about fourteen cents per pound.

OILS, ANISE AND CASSIA are exceptionally

firm and have advanced materially. A further rise is likely.

BUCHU LEAVES are again higher, say five cents per pound.

THYMOL is again higher \$3.75 to \$4.00 per pound asked in New York for large quantity.

RHUBARB ROOT is ten per cent. higher and a further rise is likely.

CITRIC ACID is very firm and a make-up is likely.

CAMPHOR is very firm.

CREAM TARTAR, SAL ROCHELLE, AND TARTARIC ACID are without change.

CUTTLE BONE — Advices from abroad are to the effect that the catch is very small, much less, in fact, than was expected, and that very high prices will rule. Abroad a make-up has come and another advance is certain.

LYCOPODIUM — The demand for this article will be very heavy this year, and present high prices will be increased.

OIL CLOVES AND SYNTHETIC OIL OF WINTERGREEN are lower, owing to competition.

GOLDENSEAL ROOT is still higher, although a little lower than a month ago.

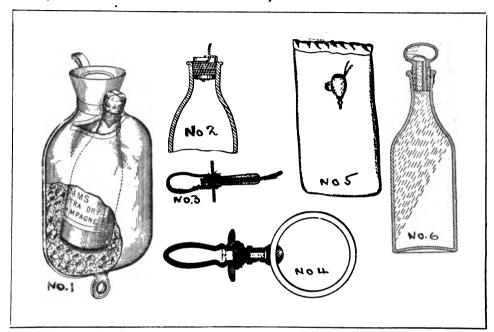
PARADISE SEED is selling for about fifty to sixty cents per pound. Demand is very light, however.

PRICKLEY ASH BERRIES — Some sixty-five cents per pound is asked. They will be lower, however.

#### WILL HELP THE TRADE.

Few articles have been advertised so well and so persistently as Ayer's proprietary medicines and the reward for this should be reaped by the retail druggist for whom it was meant. Thousands of wide awake druggists have made good use of the path thus paved by the Ayer Company, and the question is, have you? If you will make a feature of Ayer's goods for a few days—such as window displays and other methods of pushing—you will bring forth new business for these articles with little or no trouble. The Ayer Company, ever generous in all their dealings, have prepared the way for you and will also be glad to give you any suggestions or help you may wish as to method of procedure in gaining new trade. Take advantage of their generosity by all means.

## Ahat's New.



FLEXIBLE WATER-TIGHT BAG.

No. 1. — Patent No. 651,819. Inventor, Charles T. Bradshaw, Philadelphia.

#### BOTTLE-STOPPER.

No. 2.—Patent No. 639,693. Inventor, Henry Y. Bready, Baltimore Md., assignor to Edna F. Bready and Henry A. Johns, same place.

#### NIPPLE-HOLDER.

No. 3.—Patent No. 651,497. Inventor, Walter F. Ware, Camden, N. J. Patent granted June 2, 1900.

#### NIPPLE-HOLDER.

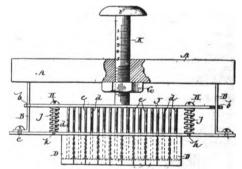
No. 4. — Patent No. 635,226. Inventor, Thomas Borcher, Jersey City, N. J.

#### NURSING-BOTTLE HOLDER.

No. 5. — Patent No. 651,647. Inventor, Isabella M. Bird, Stanton, N. J.

#### NURSING-BOTTLE STOPPER.

No. 6.—Patent No. 644,026. Inventor, Wm. D. Worthen, Big Stone City, S. D.



TABLET MACHINE.

Patented by Henry Bass and James M. Welch, Oshkosh, Wis. Claim (1). A tablet-cutting machine, comprising a pressure-frame formed of a pressure-bar and a cutter-plate suitably secured together, cutters mounted upon the cutter-plate, and a plunger-plate mounted in and moving upon the said pressure-frame. plungers carried by the latter plate for ejecting the material cut by the cutters, and means for operating said plunger-plate in the pressure-frame, substantially as described.



OH, DEAR! OH, DEAR!

#### THE MAGIC OF CASH.

A merchant who buys for strict cash is the most sought after by the trade. His money gives him importance and position, and he commands the situation. He takes advantage of all discounts, secures the best bargains, and occupies the lead in business. If he is opposed by those who buy on credit, that kind of competition is not to be feared, as the advantage is all on the cash side. To buy and sell for cash should be the aim of every merchant, manufacturer and business man. Money is a great power in the commercial world, a sheet anchor in business panics, and an important factor in the pursuits of life. It should be the firm purpose of every business man to make it honestly, spend it judiciously, and thereby become independent.

#### NEW LIFE.

The following practical suggestions which \_ come from an enterprising hardware merchant may be of interest to some who find the routine of business monotonous, carried on as it so often is with few changes of method or surroundings: "If you find your interest in your store lagging, change its appearance by paint or alteration, and perhaps a good scrubbing will do it - most stores need the scrubbing especially - where they are uninteresting to the owner. Change the signs on the outside. Put a fresh coat of paint on the store front. All these improvements add life to your own lagging interest and serve to brace up the interest of your clerks and employees as well. In the end the customers are encouraged to remark at the new life you have infused in your business, and your trade grows by reason of it. Any store and business can be made a pleasure and a profit to all concerned if the proprietor only aims to make it so."

#### TRY THIS ONE.

A clever druggist in Worcester, Mass., has placed a sign in his store that would pay any druggist in any place. It is just within the door and facing the centre of store, so situated that it is not noticed until the patron is leaving the store. It reads: "Have you forgotten anything?" Absentmindedness in this store is out of the question.

We claim to make the finest Neutral or Cologne Spirit produced in this country, and for the purpose of more thoroughly introducing it to the Pharmacist and to bring it into general use, we offer

## Graves' XXX Extra French Cologne Spirit in 5-Gall. Boxed Domijohas, Parcel free, FOR EIGHTEEN DOLLARS.

With the order we will give formulas for the manufacture of the following toilet articles:

Toilet Cologne, White Rose Cologne, Florida Water, Violet Water, Violet Water,

Or for household or Soda Fountain use VANILLA EXTRACT, of a quality which may be called Superb. Samples of the manufactured goods, showing possibilities, cheerfully shown at our office and distilling works, -35 MAWKINS STREET, BOSTON.

C. H. GRAVES & SONS.

# THE POWER OF A NAME

In many branches of business—there is unmistakable power in certain names. To a marked degree the reputation of the manufacturer acts as an advertisement for those who sell his goods. It is the same with chemicals. The pharmacist who dispenses Merck's Chemicals wins the favorable influence of physicians, for the name "Merck" on a label is always a guarantee of purity and reliability.

Do YOU specify Merch's?

Tannaibin Tannin Album. Exsic. Knoll, Antidiarrheal. In two forms: Powder and 5 grn. tablets.

Stypticia Cotarnine Hydrochlorate, Merck. Hemostatic and uterine sedative. Three forms: Powder; ¾ grn. hypodermic tablets; elixir containing ¾ grn. per fl. dr.

Orexine Tannate Phenyldihroquinazoline Tannate,
Kalle. Appetizer and gastric tonic. Two
forms: Powder and "Orexoids"—4 grn. tablets.

Dionia Ethyl-morphine Hydrochlor., Merck. Sedative and against chronic morphinism. Powder and 1/4 grn. hypodermic tablets.

Thiocol
Guaiacol - sulphonate Potassium.
Roche. Anti tubercular. Powder;
5 grn. tablets, syrup 5 grn. Thiocol per fi. dr.

Tannoform Tannin - Formaldehyde, Merck. Corrective of excessive and offensive perspiration. Formulæ on request.

Euquinine Quinine-Carbonic Ether, Zimmer. Perfected Quinine. No taste; no distressing cinchonism—no gastric disturbances.

Creolin-Pearson Saponified Coal-tar Creosote. Disinfectant, deodorant, germ-destroyer. Write for advertising matter.

Ichthyol Ammonium Sulpho-ichthyolate.
Alterative and intestinal antiseptic. Our Formulary of Ichthyol, 128 pages, will be sent to any pharmacist on request.

Largin

Silver-Protaibin, Lilienfeld. Bactericide and astringent. Employed in
gonorrhœa and infectious eye diseases.

# CASTORIA

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## PAYS THE WAR TAX.

NO ADVANCE IN PRICE.

\$33.60 per gross. \$2.80 per dozen.

Jobbers sell in gross lots, 5% and 2½% off.

# THIS IS THE GENUINE.

THE KIND YOU HAVE ALWAYS HANDLED.

IT PAYS TO HANDLE RELIABLE GOODS.

Send for Counter Wrappers, Cartons and Cards.

THE CENTAUR COMPANY,

77 Murray St.,

Charff Fletcher.

President

When writing advertisers please add the word SPATULA.

#### YOUR LIQUORS.

Druggists who are about to order liquors of any description will make a great mistake if they do not first write to Clarke, Riley & Co. of 35 and 37 Commercial Street, Boston. This firm, successor to I. D. Richards & Sons, who were established in 1820, pays prompt attention to druggists' orders, and the quality of the goods they handle is always the same—the best.

#### THE PIONEER HOUSE.

H. Planten & Son of New York, whose business was established in 1836, have the honor of being the "Pioneer Capsule House" of America. They have mastered the art of making and filling capsules—and it truly is an art—until now their goods are universally celebrated for uniform reliability. They supply both filled ard empty gelatine capsules, and Planten's pure sandal wood oil capsules are conceded to be the best.

#### FREE WRAPPERS.

Messrs. I. S. Johnson & Co. of Boston, will supply you with counter wrappers, neatly blocked, and with your name and business on each wrapper. This will increase your sales of Johnson's Anodyne Liniment which has for years been a popular favorite. This firm does business on such a liberal plan that every druggist should keep in touch with them and push their goods. It will pay him every time.

#### CHAMPAGNE MIST.

It is seldom that a new fountain drink springs into popularity quickly for the reason, perhaps, that few of the new drinks are better than the many already served at fountains. But when customers find that a new drlnk pleases them they demand it and no other, and this it just what many are doing now—demanding Tuttle's Champagne Mist—a drink that will delight all of your patrons and gain you many new ones. Best of all is the fact that it affords the dispensers a good profit.

#### THE PROPHYLACTIC BRUSH.

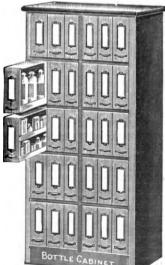
The great success the Florence Mfg. Co., of Florence, Mass., are reaping with their Prophylactic tooth brushes is not fiction. It is all true and well deserved because the brushes have great merit. People of the present day take great care of their teeth and hence demand a brush that will cleanse them most thoroughly. The Prophylactic, built on scientific lines, shows its merits at a glance and as a result, the druggist who shows them to his customers, seldom fails to make a sale. Once bought, the patron buys no other—always the Prophylactic.

#### A NEW CABINET.

Chas. P. Whittle, the Boston manufacturer of store fittings, show cases, etc., is now offering a patent bottle cabinet that will appeal to every druggist who lays stress in his prescription department. From the above cut you will get a good idea of its appearance. It is 40 inches high, 18 inches wide, 12 inches deep, and contains 30 drawers. Placed on the end of your prescription desk it will hold more than all your shelves, and keep the goods clean. The drawer fronts may be labelled for convenience. These cabinets are carried in

stock by Mr. Whittle or can be made to order, any size you If you wish. will address Chas. P. Whittle, 129 Portland Street, Boston, and mention the SPATULA, you will receive an interesting circular telling you all about the cases.

Spatula binder, post paid, 50 cts.



#### SPICIEST.

Spiciest publication I have ever read.

R. C. MCKENNAN.

Cornersville, Ind., May 15, 1900.

#### LIKES IT.

I like the SPATULA and don't want to miss it. FALIX J. DAUTIN.

Morgan City, La., July 10, 1900.

#### INTERESTING.

The SPATULA is an interesting little publication. Can't do without it.

Homa Path, S. C. July 9. L. E. WILSON.

#### WANTS IT OFTENER.

The only trouble I can find with the SPAT-ULA is that it is not published oftener than once a month. G. CARLOS RICH.

New York City, July 10, 1900.

#### ENJOYS IT.

Would not be without it; always enjoy reading same L. C. F. CRAMER.

Cincinnati, Ohio, July 9, 1900.

#### THE WINDOW DEPARTMENT.

The show window display department is worth the price of subscription. Enclosed find \$1.00 as payment for subscription, commencing with June number.

Chicago, June 16, 1900. C. S. ASCHERMANN.

#### SCALES.

If you want to buy anything in the way of scales, either cheap or high priced, for coarse work, or for the finest analytical work, you should write to Henry Troemner, 710 Market Street, Philadelphia, Pa., and ask him for catalogue, for he makes anything and everything in the scale line from the cheapest to the highest analytical balances. He has been an old and steady advertiser with us, having started with our first issue, and never missing an issue for some twenty-one years. The length of time that he has been an advertiser with us, will show that he is not a new firm seeking recognition, but one that has been well known for a quarter of a century to the scale users of this country. We bespeak for him your confidence and your trade. - Illustrated Medical Journal.

#### PLACARDS FOR NOTHING.

The first set of placards the SPATULA recently published for druggists to use around their fountains, in their windows and on their counters proved to be so popular with our subscribers that we have decided to add many others to the list, That we may secure the best set of legends for the cards possible we are going to ask our readers to write them themselves, and that they may have some particular inducement to do so weamake the following proposition: To any subscriber who will send in a legend for one of these cards which meets with our approval and which we decide to print, adding it to our list, we will present a set of five placards, the selection to to made by the subscriber. If two legends are sent in and accepted. ten placards may be selected, and so on up to twenty-five, which is the highest number that will be given in this way. If you are thinking of doing anything in this line you will want to look over the list of placards already published and offered for sale in another column. It is a good opportunity to get some handsome placards printed for nothing.

#### ILLUSTRATE YOUR ADS

Our Catalogue of half-tone and line engravings represents the best collection of cuts for advertising and illustrating purposes in the United States. There are hundreds of pretty pictures from which to choose exactly what you want for your ad., booklet, circular, paper or magazine. Fourth edition; four



parts now ready. All four parts, 20c. (refunded in first order.) THE SPATULA.

#### The Fex Automatic FILING BAND.

(Patest Allowed.)
For filing letters, vouchers, etc., and the tying of peckages. Superior to, and much obsequently, other sizes. Sample free to any business base or professional man. IRVING P. FOX, 73 India St., Boston.

Do you sometimes have trouble making your cash balance? You won't if you use the G. & F. DAILY CASH BALANCE SLIP.

or if you do you will know the reason why.

No office that cares at all for system can afford to be without it. Single book, which will last two months, by mail, 25c.; ½ dozen, which will last a year, \$1.00, postage 14c. extra; sample book, good for one week, 2c. leving P. Fox, 74 India Street, Boston.

IF IN NEED OF \*\*\*\*

# LABELS

# ll and Powder Boxes

PLEASE SEND TO US FOR SAMPLES AND PRICES......

Highest Grade at Lowest Figures.

#### F. HUHN....

72 Pine Street, NEW YORK.

# **월0월0월0월0월0월0** ORANGE SODA.

YOU MAKE A GREAT MISTAKE IF YOU FAIL TO TRY

# Aromatic Tincture of Orange, W. & P.

This tincture is made from fresh Florida and California oranges, and contains no chemicals or oils. There is no orange extract on the market that gives more delicious flavor; just like the fresh ripe juicy fruit.

#### FORMULA.

\$1.00 per pint. Makes 8 gallons of syrup.

Ar. Tr. Orange, . & P...... 2 fl. oz. ol. Citric Acid...... fl. oz. ALL JOBBERS. Simple Syrup..... gal.

SAMPLES SENT ON APPLICATION TO

WEEKS & POTTER CO.,

BOSTON, MASS.

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Don't forget to mention Spatula when writing advertisers.

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# **RAYER** Pharmaceutical Products.

# Tannopine The intestinal astringent and disinfectant. Lacto-Somatose The food in gastro-intestinal affections. Tannigen The intestinal astringent.

You will have call for them. Order a supply from your jobber.

WRITE FOR LITERATURE TO

### FARBENFABRIKEN OF ELBERFELO CO.,

P. O. Box 2660.

BELLING 40 Stone St., New York.

#### THE MOST USEFUL PHARMACEUTICAL JOURNAL

# Meyer Brothers Druggist,

C. F. G. MEYER, Publisher. H. M. WHELPLEY, Ph. G., M. D., Editor.

Published Monthly in Interests of Entire Drug Trade.

This is a publication with meritorious qualities, pleasing both subscriber and advertiser.

| SAMPLE | COPY | FREE. |
|--------|------|-------|
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SUBSCRIPTION ....

.. Address the\_

#### MEYER BROTHERS DRUGGIST,

222 South Broadway.

\_SAINT LOUIS, MO., U. S. A.

Don't forget to mention SPATULA when writing advertisers.

#### USES OF LIME AND CHARCOAL.

"The heat and moisture of the summer months have a tendency to rust metals, mildew fabrics and cover all sorts of substances with mould," writes Marian Parloa of "The Care of the House in Summer," in the July Ladies' Home Journal. "Fermentation and putrefaction develop rapidly in vegetable and animal substances if they are not carefully watched. Lime and charcoal are two aids toward keeping the house sweet and dry, and the housekeeper should, if possible provide herself with both these materials. A harrel each of lime and charcoal in the cellar will tend to keep that part of the house dry and sweet. A bowl of lime in a dark closet will dry and sweeten it. A dish of charcoal in a closet or refrigerator will do much toward making these places sweet. The power of charcoal to absorb odors is much greater directly after it has been burned than when it has been exposed to the air for a length of time. Charcoal may be purified and used again and again by heating it to a red heat. The lime must be kept in a place where there is no chance of its getting wet, and not exposed to air."

A census of Elm Grove, West Virginia, taken prior to town incorporation, showed: number of males over 21 years, 148; under 21 years, 148; number of females over 16 years, 148; under 16 years, 148; grand total, 592. This is hard to beat, so also are the G. O. Taylor Pure Rye Whiskies. They are rightly regarded as the standard beverages, being well-aged, pure, and medicinal. Sold by licensed dealers generally. Our firm name is on the label and over the cork. Sealed bottles only.

CHESTER H. GRAVES & SONS, Sole Proprietors, Boston.

GUALITY NEVER VARIES.

FIRST SOID MAY, 1873.

BOTTLED
MEDICINALLY PURE.

For MEDICAL PRACTITIONERS' PRESCRIPTIONS
SOID by Licensed Dealers

EVERYWHERE.

REJECT SUBSTITUTES.

CENUINE has our FIRM NAME on FACE
and NECK LABEL.

# Ice Cream ..... Soda Fountain

RICH, SMOOTH, VELVETY. EXQUISITELY DELICIOUS AND RELISHABLE.

## Spatula Readers

Who take advantage of this offer can capture the best of the trade and make a royal profit, as ice cream can be made at MALFTHE GOST and in every way better than the old way, by using

### Junket Cream Tablets.

We will send, postpaid, for 10 cents, enough tablets to make four gallons ice cream, or 100 tablets to make 100 gallons, postpaid, \$2.00.

#### CHR. HANSEN'S LABORATORY,

Box 1241.

Little Falls, N. Y.

#### SERVES A DOUBLE PURPOSE.

The telegraph poles along the Savannah & Stateboro railway, in Georgia, are growing. They are made of cypress and must have been planted with the roots. They are sprouting at the top, and serve a double purpose. They are shade trees as well as a support for the wires.

#### GREW BACKWARDS.

Link Clem, of Orr, Kans., who inlisted for service in the Philippines, was wounded in the leg in his first battle, and when the wound healed he found that the injured member was two inches shorter than the other. He was sent home, and soon after his return he met with an accident and broke the other leg. When the bones were set, curiously enough, both legs were found to be of the same length, but his hip had been reduced by two inches.

Sodium is found in plants only when there is considerable phosphoric or nitric acid needed in the plants. It cannot take the place of potassium in producing organic matter.

# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scattering about counter FREE

We also print your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

# Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. —17 cts. profit on each bottle if bought in 3-doz. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.

# Eastern Drug Co.

IMPORTERS AND WHOLESALE DRUGGISTS.



**30**E

8 to 20 FULTON STREET,

Boston, Mass.

When writing advertisers please add the word SPATULA.

## To Please Your Customers in Hot Weather.

/ Recommend that they try Hood's Medicated Soap for the bath and Hood's Tooth Powder to cleanse and sweeten the mouth.

They will be grateful to you for this advice because they can do nothing that is so cooling and refreshing on a hot day.

There is a good profit for you on these articles, especially on the Mammoth Size of Hood's Tooth Powder.

Samples of each or booklets with your card thereon furnished free if you will distribute them.

C. I. HOOD & CO.

Lowell, Mass.

# DRUGGISTS' ORDERS

For Liquors receive prompt attention at our hands.

# CLARKE, RILEY & CO.,

ESSORS TO I. D. RICHARDS & SONS

35 & 37 ommercial St.,

Established 1820.

BOSTON.

# National Institute of Pharmacy

#### A System of Heme Study.

Printed Lectures by Mail.

Simple, Thorough and Inexpensive.

Endorsed by Members of Every Board of Pharmacy.

Announcement giving particulars, Terms, etc., upon application.

Dearborn and Harrison Streets, CHICAGO, ILL.

### 

Pill Machines

Pill Compressors.

Suppository and Bougie Moulds.



Metal
Syringes.
Breast
Pumps.
Collapsing
Drinking
Cups.
Caps for
Screw-neck
Bottles.

Order from your wholesale dealer.

A. H. WIRZ,
913 TO 917 CHERRY STREET,
PHILADELPHIA, PA.

NEW YORK Representative, FRANK P. WISNER, 101 Bookman'se.

Iflyou mention the SPATULA it will do us all good.

'FOR HE DOTH GIVE US BOLD ADVERTISEMENT."
"MORE LIGHT."—Goethe, —Shell



ILLUMINATED MORTARS and SIGN

Write for complete Catalogue to

Buccessor to F. McLewee & Son.

20 Clinton Place, - - - New York.

#### Up-to-Date Druggists use



#### Marston's Machine Folded Powder Papers.

They not only save time and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

| Numbers. | Price<br>per 1000 | Size<br>when folded. |
|----------|-------------------|----------------------|
| 1        | .30               | 1% x %               |
| 2        | -40               | 2 % x 11-16          |
| 3        | -45               | 2 7-16X %            |
| 4        | -48               | 2% x %               |
| 5 _      | -50               | 2% X I 1-16          |
| 5-B      | 50                | 276 X 1 1-16         |
| 6_       | .70               | 3 3-16x3 13-16       |
| 6-B      | .70               | 3 3-16x3 13-16       |

Estimates for any size and quantity furnished upon application. Special contracts made with large manufacturers of Rochelle and Headache powders.

Headache powders.

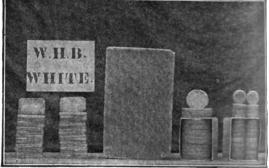
Samples sent FREE on application by mentioning THE SPATULA.

For sale by all wholesale druggists and dealers in druggists' aundries.

A. L. SOUTHER, Gen'l Agent, 73 GREEN ST., BOSTON, MASS.

"How to Become Registered."

A guide teaching you plainly how, when and what to study to pass the State Board Examination successfully. Postpaid, 50c.; with THE SPATULA one year, \$1.10.



Trade Mark.

W. H. B.

Registered No. 29,519.

# BLEACHED BEESWAX

Warranted Strictly Pure.

Every cake stamped "W.H.B." and moulded in Round, flat cakes, and packed in 3-lb cartona, in cases of 54 lbs. Oblong cakes, packed loose, in cases of 56 lbs. Ounce cakes, in 3-lb. cartona, in cases of 54 lbs. Blocks (plain) of about 8 lbs., packed in cases of 280 lbs.

White Wax, No. 2, moulded in plain, round, flat cakes, packed in 2-lb. cartons, in cases of 72 lbs.

W. H. BOWDLEAR & CO. BOSTON, MASS,

\*\*\*\*\*\*\*\*\*\*\*\*\*\*

# CORKS! CORKS!

f WRITE us for Samples and Prices.

OUR GOODS ARE CUT FROM ONLY FINEST GROWTH OF CORK BARK, IMPORTED AND SELECTED BY US.

## American Cork Co.

67 BLACKSTONE ST.,

Boston, Mass.

Do not forget us when writing advertisers.

### Reduction in Price.

The "CLEANFONT" NURSING BOTTLES and NIPPLES have been on the market for a long time. Their merits are well known, as is shown by their large and steady sale, and we are now able to announce a reduction in price, which will increase their sale and benefit all concerned. To retail at 25 cents.

#### CLEANFONT NURSING BOTTLE.

Greatly Reduced in Price. Retail Price New 25 cents Instead of 35 cents as Heretofore.

The Perfection of Cleanliness, Simplicity and Wholesomeness.

The "CLEANFONT" has three marked advantages over any other nursing bottle. It is vented;

it is easy to clean; it is easy to fill.

The cut shows the automatic vent that lets in the air and gives a continuous flow of milk. It is the nearest approach in its action to the mother's breast possible in a mechanical device. The vent is made of pure rubber. Each bottle, with nipple and vent complete in a handsome paper box, with handsome label printed in seven colors.





Price, in 1-dozen lots . \$2.00 per doz. net. Price in 6-dozen lots . . \$1.80 per doz. net. Bottles only, per dozen, net, \$1.25. Cleanfont Vents only, per dozen, net, 40 cents. Cleanfont Nipples only, per dozen, net, 35 cents.

#### SODA WATER SUPPLIES.

The soda water season is in full blast, and we are prepared for it. Are you? If there is any-



thing in the soda line that you need or want let us know and we will supply it at the lowest of prices. Our goods are standard; we handle nothing but the best. If you have not already received one of our MARCH SUNDRYMAN, which contains an illustrated description of the fountain accessories we carry, we will gladly send you one if you will drop us a line.



FOX, FULTZ & CO., 31 Warren St., NEW YORK. 18 Blackstone St., BOSTON.

# Dlacards.

Exactly what you want for your Soda Fountain, your counter, your shelves and your win-Each placard is 7 x 11 inches, is printed on excellent quality 6-ply coated card board, in rich dark blue ink, and is neat and handsome. They are the prettiest thing of the kind you ever saw.

## **OUR SPONGES** Are Expansionists

#### LIST OF SIGNS. ORDER BY NUMBER ONLY.

- r-Dainty Soaps at dainty prices.
- a-Soda Water. Palate pleasing.
- 3-Hot Water Bags. Quality Right, Price Right.
- 4-Did your doctor recommend an Atomizer?
- 5-Good Spices-our kind-the best kind.
- 6-Nursery needs.
- -Many smokers buy their smokes here.
- 8-Toilet helps. Odd things at odd prices.
- -Everything for baby's toilet.
- 10-Soap cases. Handsome and moderate.
- 11-Hot Water Bags at low prices.
- 12-Dependable Atomizers.
- 13-Our Sponges are expansionists.
- 14-Atomizers. All the wanted kinds.
- 15-Perspiring humanity relieved at our fountain.
- 16-Worthy hair brushes. Long bristles, solid backs.
- 17-Soda water, bright, sparkling, cold, refreshing.
- 18-Richest novelties in toilet goods.
- 19-A big headache stopped for a little money.
- so-Too hot to hurry. Rest at our fountain.
- 21-Good Morning! Want a lemon phosphate?
- 22-Try our soda, there is no better.
- 23-Vacation and traveling hints in our cases.
- 24-Chocolate soda, rich and creamy.
- 25-Hair Brushes. Luxurious goods, necessity prices.

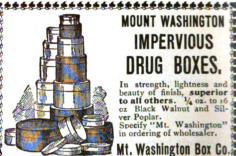
Entire set of 25. \$1.25; with the Spatula one year, \$2.00.

Selection of any 10, 75c.; with the Spatula one year, \$1.50.

Any single card, 10 cents.

Special signs will be printed to order at reasonable prices.

THE SPATULA, 74 India St., Boston.



# MOUNT WASHINGTON **IMPERVIOUS**

In strength, lightness and beauty of finish, superior to all others. 1/4 oz. to 16 oz Black Walnut and Silver Poplar.
Specify "Mt. Washington" in ordering of wholesaler.

Mt. Washington Box Co.

PRESTON & MERRILL, Proprietors, Boston.



#### BE BUSINESS-LIKE

The Book-Keeper is a handsome illustrated magazine of 200 pages for Business
Men. No up-to-date druggist can afford
to be without it. It will save him many
times its cost. Subscription only \$1.00 per year.

8 two-cent stamps will bring a trial subscription for three months. exactly: The Book-Keeper, 174 Campage Bldg. Detroit, Mich.

#### This is

#### "A GROWING TIME"

Amongst the Druggists of Canada. Business is good and prospects for the future are excellent.

Manufacturers and Wholesale Dealers, who would like some of this business should place an advertisement in

"THE CANADIAN DRUGGIST." which reaches all the trade throughout all Canada. Rates on application.

> THE CANADIAN DRUGGIST, Toronto, Car

#### "HOW TO DO BUSINESS"

OR THE

SECRET OF SUCCESS IN RETAIL MERCHANDISING. By GEORGE N. McLEAN.

The most comprehensive, practical and valuable treatise on "Business, and How to Successfully Do It," ever published

A text book of practical hints, rules, and examples of such rare value that every one, no matter how old and inexperienced, cannot but derive absolute and positive value from its teachings-while to the young novice it is a handbook and treasure of indispensable value.

28 GRAND CHAPTERS.

Agents wanted. Full agent's outfit, including the \$2.00 book, on receipt of \$1.00 Book sells to every storekeeper in all lines.

POSTPAID ON RECEIPT OF \$2.00. JEFFERSON JACKSON. CHICAGO.

Advertisers ike to know where their ads. are seen.

Retablished in 1840.

# The Standard of Excellence.

HENRY TROEMNER.

Philadelphia 710 Market Street, - -



Druggists' Fine Counter Scales. Prescription Scales, Weights. &c.

The Old Reliable, no experimental, patented principles used. They are used exclusively by all the United States mints and assay offices, and by all the leading Universities, Colleges, &c.

Price List on application.

Every Scale has our name stamped upon it — none others are genuine.



DRUCCISTS' SUNDRYMEN.

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The other, a year ago or more, applied to me with a view to refitting. After considerable discussion of the matter, and because I wished to do it in such a manner as would best serve his interests, he decided to have a carpenter make the changes. They were made, and he had the advantage of plans which I had formulated. So far as the appearance of the store goes, it is easy to anticipate. So far as results in trade are concerned, it is enough to say that he has been forced to make an assignment. Had he had the increase of trade which the first one got (the one whom I fitted), I believe he would have been the same as the other,—in a prosperous condition.

How did it happen? Certainly the druggist refitted by me is doing more business than the two together did. This may or may not have affected the other's trade. I do not think that alone, however, seriously affected his trade. He simply lost trade that he might have had, and not trade that went to the other place.

You can say that this is an isolated case. It is isolated only on one side—that it affords a distinct contrast. I frequently have the same contrast in a single man's business. That is, he may be doing \$50 per day, and by rearranging, refitting and remodernizing his store and his ideas, he has brought the trade to \$100, showing a net gain of \$50. This

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The druggist is constantly trying to sail against wind and tide. He uses a vast amount of unnecessary energy. He does this because he is too conservative and too fearful of spending a dollar to do himself justice. He exercises, too strictly, the art of saving. Mine, to-day, is practically the only large factory in existence which is run entirely on drug store fixtures. To serve the wants of the druggist I have studied every part of the drug fixture business. I have put into my plant machinery, and employ skilled workmen for doing everything that enters into the making of a drug store interior, like all good cabinet work of the finest quality; all good metal work; gold plating; silver plating; glass bevelling; mirror silvering; glass staining; show-case making; and, in fact, everything that may be required to thoroughly fit a modern store This gives me an advantage in more ways than one.

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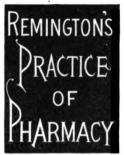
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# THE SPATULA

"KEEP SWEET."

(Entered at the Boston Post Office as Second Class Matter.)

Vol. VI

Boston, Hugust, 1900

No. 11

#### The Spatula

An illustrated magazine devoted to the business and protessional interests of druggists.

THE SPATULA PUBLISHING CO.,
PROFESSOR W. L. SCOVILLE, . . . Pharmaceutical Editor
FRANK C. VOORHIES, . . . . . . . . . Assistant Editor
T. SAMUELS, . . . . . . . . . . Business Representative.

| Domestic subscription,               |    |   |   | \$1.00 per year. |
|--------------------------------------|----|---|---|------------------|
| Foreign subscription,                | •  |   |   | 1.25 "           |
| Trial subscription, 3 mos., domesti  | c. |   |   | 10 cents.        |
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The Spatula has subscribers in every State in the Union, throughout Canada, and (1900) in 20 foreign countries. Its advertising rates are lower than those of any other drug journal of equal circulation.

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THE SPATULA PUBLISHING Co.,

Telephone, Boston 1127-.

74 India Street, Boston.

\*\*Duplicates of nearly all of the cuts used in this magazine are for sale. Try one in your circulars or local advertisements. If a subscriber send six cents, or if not, ten cents for illustrated catalogue.

#### 用re They?



Maybe you sell good soda, and have an attractive clean store, but is the

front of your building inviting? Is the paint bright? Are the screens free from dust? Is the sidewalk clean? Go out and see if you can improve it.

#### Don't Morry.

Don't worry. It may seem impossible not to under some circumstances, but what's the use? Worry is more fatiguing than work, and every moment spent in worrying makes it harder for you to work out of your dilemma. Do the best you can and trust to Providence for the rest. But be sure you do the very best you can.

#### Competitors.

Say! Mr. Druggist, do you know that your competitors are much nicer fellows than you have ever given them credit for? Don't believe everything your customers tell you about them; physicians even are only human and get prejudiced and are liable to say things to you that you had better forget, at least never repeat. Remember you are a competitor yourself.

#### Know Somebody.

"Oh, wad some power the giftie gie us, 't see"—other people as they see themselves. "It wad frae many a blunder free us, an' foolish notion." It would also bring us more trade. The essence of business is to see other people as they see themselves. To see their wants, notions, whims, and to supply them so far as possible. So the better we know the people the greater is the power of doing business with them.

#### Mix In.

Most pharmacists can mix up, but few can mix in. Mixing up is the main stay of the apothecary's business, but mixing in is an excellent adjuvant. The people can appreciate skill in the latter much better than in the former, and mixing in often leads to mixing up. Sociability is one of the most effective modes of advertising, and it doesn't require much capital. And the more is it necessary and effective when there is a barrier of mystery, real or fancied, between the tradesman and the people.

#### Chink About It.

All the conveniences for doing old operations have not been found yet. A little thought will sometimes dis-

close a means of saving or improving work in operations that have become monotonous from familiarity. Then somebody comes out with a scheme so simple and so helpful that one wonders why it had not been thought of long before. And we notice that the pharmacists who are thinking out these schemes and disclosing them to others are the ones who appear to enjoy their work the most and to get the most out of it.

#### Cause and Effect.

In summing up conditions it isn't always easy to determine which are causes and which are results. This is illustrated in a recent controversy by two well-known writers in which one ascribes the low business results in pharmacy to a low standard in education, while the second ascribes the laxity in educational requirements to unfortunate business conditions. We think that both writers are correct. For while the trend of the past might primarily be ascribed to either one or the other, neither can properly be Each has influenced blamed in full. the other.

#### Don't Bide It.

"Many a rose is born to blush unseen," or words to that effect. Perhaps we haven't quoted the poet correctly, but we have his thought aright, and it applies to all life and all phases of life. Many a helpful thought or scheme is born in the brains of pharmacists to remain hidden because the owner does not pro-

mulgate it in the right way or place. The only permanent records are those made in black and white. The SPATULA would be glad to promulgate any idea which our readers will send in, and we think that the writer will enjoy the promulgation as well as we or our readers can.

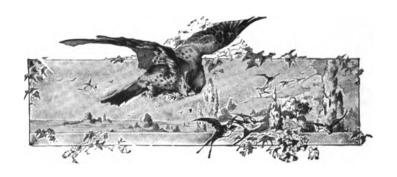
#### Observation.

"There is nothing new under the sun" is a common expression, and most of us have come to the conclusion that it is pretty nearly true. However, we are continually looking for "something new" and sometimes we lose on that account. Old methods are not always the worst methods and with this idea in mind, it is well every now and then to visit the stores of one's competitors and to buy a soda there or make some other small purchase. While doing so it is possible, if one keeps his eyes open, he may see some ways of doing things that might profitably be put into practice by himself. This is not pilfering - it is simply observation.

#### Cures.

So many, so variable and so contradictory are the methods employed in curing disease in these days, all of them certified and endorsed by enthusiastic adherents, that one is tempted to be skeptical toward all means of curing. The fact is that so many different elements enter into a cure that the result cannot properly be ascribed to one thing alone. The most recent discovery of interest in new drug properties is that castor oil possesses anodyne properties and has proved effective in curing obstinate neuralgia. The writer had a great aunt who suffered severely for many years with neuralgia in the face the old fashioned tic doloreaux. was finally cured by biting into the writhing body of a live black snake so that her teeth met at the reptiles vetebræ. The snake was held by her husband, and neither of them had neuralgia after the ordeal.

LET Unused postage stamps of the United States will be received at par value in payment of subscription.





MARGARET LOUISE.

(From photograph contributed by her father, Ashley Cooper, Wellsburg, W. Va., in rosponse to our invitation, which is yet open, for photographs of druggists' children.)

#### Among the Microbes.

The microbes are not new at all. They existed long ago, and some of them have come down into history. Coal contains numerous fossilized bacteria, and in some cases their form and characters can be plainly discerned. Some writers have gone so far as to state that they were the cause of coal formation, but this contradicts other evidences and is not generally accepted.

Moulds are the hardest of all the germ forms to kill. Hydrocyanic acid is the most fatal to them of any agent, but formicaldehyde in moderate quantities they thrive on. They all die hard.

Certain moulds can be employed for the detection of arsenic in weak solutions or minute quantities, and are more delicate than the most sensitive chemical agents. They produce a garlicky odor with as little as one sixty-five millionth of a grain of metallic arsenic. More than one sixty-five thousandth of a grain of arsenic cannot be detected because it prevents the growth of the mould. This is why wall papers and fabrics containing a large quantity of arsenic may be less dangerous than those containing only a small quantity.

Dr. Macfadyen records experiments which show that bacteria may be "cooled down" to 190° c. (374° below zero Fahrenheit) for 20 hours without losing any of their vital powers. Most of the experiments were made on disease-producing germs.

Some species of bacteria have been found which develop agreeable fruity odors on growing. One produces a strong ethereal odor very much like that of fresh apples. Another produces a grape-like odor, and still another develops an agreeable aroma in milk. With most of these a long development of the odor changes its character to a disagreeable or even offensive odor. Unfavorable conditions also prevent the attractive odors from forming.

Don't eat any more butter. Dr. Kern has found tubercle bacilli in four out of seventeen samples of commercial butter. All the samples cames from the plains, and thus corroborates a statement which had been previously made, that butter from the mountains is free from these germs. The germs have also been found in cheese, and in a virulent condition.

Decayed teeth are the result of eating too much candy no longer, but are caused by a specific bacillus. It is capable of producing the disease in healthy animals.

#### LIKED IN SCOTLAND.

Allow me to congratulate you on your series of photographs. They are splendid, and I carnot get on without the SPATULA.

JAMES DUNCAN, M.D.

Paisley, Scotland, July 19, 1900.

we Please be careful in sending in photographs to see that they are not sealed unlessful letter postage is paid upon them.

## The Business Struggler.

BY HENRY BLACK.



HE SPATULA in a recent issue remarked that it was "a grand, good habitto get into the way of discounting one's bills." This is a truth that no one will presume to dispute. Be-

sides the additional money profit it saves an immense amount of wear and tear on the nervous system. But there are those striving for a foothold in the business world to whom the discounting habit seems as remote a contingency as flying. It is a constant struggle to make both ends meet.

It is easy to conceive how a young man starting in business can get into difficulties: in fact, it is almost impossible for him to avoid them. His judgment is naturally not as good as it will be when more fully matured and he has many things to learn that nothing but experience will teach him. He is apt to be easy prey to some too persuasive salesman, or in his anxiety to get ahead, his too eager ambition may lead him to overload himself with stock. Suppose that through one of these circumstances, or through accident, or through any one of a dozen possible causes, he finds himself some day with a bill due and with not enough money to pay it. The house to whom he owes the money sends in a statement; he pays no attention. They follow it with a letter, which he ignores; then a draft, perhaps through his own bank, which he allows to be returned.

The account may go through the rest of the routine, the letter of remonstrance at the non-payment of the draft and the final placing with an attorney for collection. If it does, the man's credit — and credit is no inconsiderable part of the capital of a man who has little else but his two hands — has received a blow from which it will take months and months to recover; he has created the impression that he makes debts that he has no intention of paying without the law's compulsion.

All this would be bad enough if the knowledge were confined to the house he owes and himself, but there is the probability of his name having been published as a delinquent debtor in at least one trade or credit publication. Even if he pays the account after allowing the draft to be returned, his credit is weakened with the bank.

But suppose on the other hand he sends as much on account as he can, frankly stating that it is the best he can do and that he will send a further remittance at the first opportunity. Of course he cannot expect as complete satisfaction as if he had paid the account in full, but if he has given

his creditors no room to doubt the honesty of his intentions he will probably find them willing to meet him half way.

There is no house in the country that has any but the best wishes for the success of its customers. Prosperity means big sales and prompt collections. There is also no house that will deliberately push a man to the wall if there is any chance of getting the money in any other way.

The man with limited capital must expect that his creditors will watch his accounts closely. Honesty is a good basis for a certain amount of credit but only for a certain amount. Bad judgment could easily cause the contraction of debts that no matter how honest the intentions, it would be impossible to pay.

The little fellow must feel his way, he must be conservative. He must perhaps let opportunities for making money go by because he hasn't the necessary capital to take advantage of them. He must nurse his credit as if it were a sickly babe and he will eventually develope into the "big fellow" and be able to form "the grand, good habit of discounting bills."

#### What is a Dartnership?

Probably the best definition of partnership is that given by Justice Story. A relation created by a "contract between two or more persons to place their money, effects, labor, or skill, or some or all of them, in lawful commerce, and divide the profits between them." Its foundation is a contract expressed or implied. It results from the act of the parties, not from the act of the law.

As to third parties one may be held liable as a partner by implication of law arising from his own acts, contrary even to his own intention. Thus, the officers and acting ing members of a corporation de facto—not legally incorporated—may be liable as partners if their conduct has led others to trust the concern upon that basis.

Without a contract of partnership, or such acts and declarations as lead others to infer its existence, and to extend credit on that basis, there is no foundation on which liability as a partner can rest. The best evidence of the existence of a partnership is the contract creating it. If proof of the contract is not within reach its existence may be inferred from proof of contribution to the partnership stock.

If direct proof of contribution cannot be had, it may be inferred from participation in profits. In the absence of all this, the acts and declarations of the parties sought to be charged may be resorted to.

Participation in profits is not conclusive proof of the existence of the partnership relation; but in both England and this country it is cogent evidence upon the question. It puts him who is charged upon his proofs explanatory of the fact.

If he is able to show that such participation was referable to some other reason, such as compensation for services rendered as agent, broker, or salesman, or otherwise, the prima facie evidence is overcome.

So if the participation in the profits is referable to some other relation than that of partnership between the participants, such as membership in a joint-stock association, or a corporation, the effect of proof of participation will be overcome.

#### AS LONG AS IN BUSINESS.

Please don't measure my appreciation of the SPATULA by my tardiness. When I quit the SPATULA you will know that I am out of business. F. A. PATRICK.

Palestine, Texas, July 27, 1900.

LET A good Spatula binder costs subscribers post paid but 50 cents.



## Bottling Soda Water.

BY CHARLES GRANT CLINE.



HY some other fellow has never taken the opportunity offered by the SPATULA pages to give its readers some information about the

soda water bottling business, the writer does not know or care. While this is not the time of year to commence such a business, it is a good time to call attention to it, and suggest to SPATULA readers to look around and see if there is not an opening at home for a bottling plant.

Before going into details, the writer makes the assertion that it is profitable, and nobody is so well qualified to commence such a work as the druggist who has had a soda fountain experience. He understands the vital points, knows the commercial value of cleanliness, and how to do business on business principles.

Two years ago we were doing an average drug business in a town of 3,000, with a good fountain trade, and decided to try the bottling business in connection. We had more tanks for carbonated water than we needed for use at the fountain, so we bottled direct from them, charging at a pressure of about seventy-five pounds.

This would not have been a good

scheme if we had been in competition with another bottler, for it can readily be seen that the pressure of gas in the fountains had to be blown off before refilling.

We invested one hundred and fifty dollars in a bottling table, bottles and cases, and found at the end of the season that we had made a net profit of \$132 on sales of only \$384, and best of all established a trade. The work was done in the back room of the drug store and did not interfere in the least with the drug business.

Last year we made a deal with the ice company, renting space and power from them, using their distilled water, and paying them for delivery.

We bought a bottle washer, continuous carbonator, more bottles and



FORE.

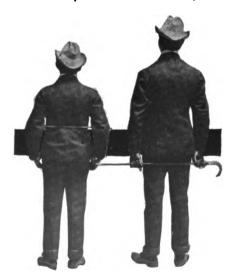
cases, and made a net profit of \$385 on sales of \$725, although we could not give it personal attention, hiring everything done, except the syrup making, which we did at the store.

This year we decided to push it for what there was in it, and rented a room exclusively for the plant, buying a gasoline engine for power.

Our June business exceeded \$500, and July beat that more than a hundred. The season is about the same as that of the soda fountain. Some business can be done through the winter in ginger ale and champagne cider.

Every grocery store, restaurant and refreshment stand in town sells it, and it can be shipped profitably for fifty miles, the buyer pays freight on the full cases, the bottle on empties.

The size of bottles used varies some in different parts of the country. We



AFT.

use half |pints and get sixty cents a case of two dozen.

Druggists who have back room enough, could use one carbonator to supply their fountain and bottling table, not only lessening the cost of outfit, but making a better carbonated water at less expense for their fountain than possible under the old system of agitation.

We have satisfied ourselves that the business will pay the Dutchman's one per cent., and it will do you no harm to investigate.

#### FUDGE.

The New York World publishes the following bosh sent it by its correspondent in St. Louis:—

"The smooth-faced man must go. This was decreed to-day by Druggist F. E. Whitcomb, who set the new fashion by advertising for a drug clerk with this stipulation, 'must have a mustache.' And, above all, he must not be fat. 'Why,' said Whitcomb with all seriousness, when asked about it, 'because a man's more of a man with a mustache. Most people think so, and what people think counts. I won't have a clerk unless he is thin and has a mustache. Thin men are more active. Women customers like men better who have mustaches. They bring the trade.' Just then Whitcomb rang a bell. Instantaneously two thin young men, both the proud owners of luxuriant mustaches, stepped out from behind the prescription counter ready for business. 'See,' said Whitcomb, 'how quickly thin men with mustaches look out for business!'"

#### KEPT ON FILE.

The Spatula is one of the few papers that I keep on file — which I think expresses my appreciation of it.

F. M. HOLMES, Mgr. Hastings Drug Co. Sparta, Mich., July 24.

## Talks on food Preparation and Hdulteration.

BY W. A. GARDNER, M.A., PH.G.



ND do you mean to say that the use of chemical antiseptics — salicylic, boric, benzoic acids, borax and formalin—substances seldom if ever

mentioned in print outside of chemical or technical publications, until as a result of the late war with Spain, aroused public sentiment with regards to food adulteration in general, and to the use of chemical antiseptics in particular, is a near approach and is practically a food adulteration in its true sense, that is, the addition to food of substances injurious to health?"

How many times during the past four months has that question been put to us, and we, who are but one of the cells of that grand collective personality which has been named humanity and for which we all should struggle, answer simply, no! Yet this impression with the laity seems to be very general.

Still one would think that sufficient information on the action of infinitesimal doses of preservatives habitually taken, after a lapse of ten years or thereabouts would be forthcoming, but strange to relate during

all these years of experimental work by Dr. Annett and a vast number of others, a single instance of injury to health from the administration of minute doses of any of the antiseptics afore mentioned has not been brought forward. It should be borne in mind, however, that many substances are harmless, so to speak, in the intestinal canal, if swallowed, but if injected subcutaneously or into the body cavities, act as poisons.

This is well explained by the facile pen of Dr. Oscar Liebreich. He says: "One would expect that Dr. Annett had succeeded in obtaining the required proofs. However, this is not the case. He begins by enumerating the injurious effects of excessively large doses in animals and confuses these with therapeutic observations. In such a scientific criticism it would have been fairer not to have suppressed the fact that excessive doses administered by the mouth cause only passing harm in man, and that the injection of excessive doses of borax and boric acid in the body cavities of patients produces distinct intoxication and even death."

Professor Haliburten, one of the Lancet's (London) special sanitary commission (1896), on the use of antiseptics in food, says: "I, and all of us are continually taking such food (especially milk treated with

boric acid) without any appreciable bad results;" and Professor Bradbury, *ibid*, "I am disposed to think that the presence of small quantities of salicylic, boric and benzoic acids in sufficient quantities to preserve it is not injurious to health."

Next comes Dr. Crampton, chief chemist Internal Revenue Office, in the Independent of April, 1900, who says: "The use, or rather the abuse of chemical antiseptics for the preservation of perishable articles of food is a growing evil which cannot be too strongly condemned, and the keynote of modern propaganda in respects to methods of control of food adulteration may be given in three words, viz.: An honest label."

In the worthy doctor's vocabulary he recognizes no distinction between the terms adulteration and substitution. Listen, for he is again speaking to us in these words: "The old fashion adulteration was on the plan of a murderer poisoning the public for the



HELLO!

sake of personal gain; the modern adulteration is a robber, substituting an inferior article of food for the genuine and higher priced article, and committing a crime against the purse and not the person of the consumer. After all are they not identical?"

Perhaps, perhaps not—we commonly understand by adulteration the addition to food of substances injurious to health, while the replacement of one thing for another we call substitution.

Finally, the concensus of opinion appears to be, and we think it is correct, that while the addition of antiseptics to food is not directly deleterious to health, the day is not far distant, when this deplorable practice—the continued dosing with such substances—will be fraught with danger and will justly and truly be condemned by all men.

Ludwig Feuerbach has aptly said: "Der mensch ist was er isst," literally translated "Man is what he eats." Since, then, there is such an intimate relation between quality and quantity of food to the mental, moral and physical condition of health, should there not be an equally intimate attention on the part of the physician and sanitarian? There is simply an irrepressible conflict now going on and unless we are greatly mistaken the people of these United States will surely rise and destroy parties and persons who either cannot or will not see that there is a moral side at least to this question that exceeds every other consideration.

Any man, who makes or sells, no matter how cheap and wholesome a substitution product, or how much he may label it, or how loudly proclaim its true nature, is a participant in and contributes to the final fraud and deception which secures its ultimate consumption.



WINDOW TRIM No. 6 - PERFUMES.

## Practical Pointers for Pharmacy Mindows, VI.

BY CHARLES A. MILLER.

his vacation among the New Hampshire mountains, the Spatula presents its readers with Window Trim No. 6. It is a reproduction from a photograph sent us some time ago by Mr. W. P. Draper, of Springfield, Mass. Mr. Draper retired from business a few weeks since, but this picture will show that while he was in the harness he kept at the head of the procession.

The arrangement of perfumes as shown in the picture could not be ex-

celled. The display was made in May during a large musical festival which filled the city with strangers. The companion window was filled with cute baby dolls, each uniquely dressed and wearing a teething necklace. A neatly painted sign read:

BABY FESTIVAL SINGING PRAISES OF JOB'S TEETHING NECKLACE.

The windows, in the words of Mr. Draper, were "takers" and brought many customers not only to the doors, but inside them.

#### Commercial Training.

Colleges of pharmacy were created for the purpose of training young men in their vocation. Naturally and primarily, their first function is to make students proficient in technic, and when the colleges were founded in America, chemistry and materia medica were recognized as foundation studies, and they are considered as such to-day.

The early history of pharmaceutical education reveals a curious, but, nevertheless, strong tendency to thwart and oppose the efforts of the far-sighted pioneers who saw in the education and training of the young the gradual uplifting of the craftsmen who were instructed with the responsible duties of making and dispensing medicines.

Very slowly the colleges fought their way, and it required nearly half a century of earnest self-sacrificing labor to demonstrate the fact, which should have been recognized from the beginning, that education was a key which would solve mysteries and develop great possibilities.

In some cases, undoubtedly, self-interest on the part of the employer, or petty jealousy, led a preceptor to advise an assistant to keep away from colleges; that he, himsel', had no use for these expensive and time-consuming new-fangled ideas, but that he could learn from his "boss" far more than those upstart teachers could give him; and even to this day men can be found who use the same talk. Many a poor student in the past has been compelled to earn every penny of his college education, and has succeeded, in spite of enormous drawbacks and hindrances; but the colleges steadily continued their work, becoming stronger every year and succeeded in spite of the most dire prophesies of disaster and failure.

Nearly every advance was met with determined opposition, and how sad it is to hear the wail of some old rule-of-the-thumb druggist, who has discovered, late in life, that all along he had been on the wrong side.

But the writer wishes to call attention, at this time, to a branch of education which has been in the past sadly neglected; it is that of commercial training. That pharmacy is a business as well as a profession comes home strongly to that student who is so unfortunate as to have a lop-sided mind, and who vainly thinks that all he has to do to reach the highest success is to study books and, like the closet naturalist, get his knowledge of life from studying the works of others.

What an awakening comes to such a one who, after winning gold medals and prizes galore in his examinations, finds when he gets behind the counter that his magnificent memory for facts will not avail him as much as he thought, when he comes to roll pills, fold powders and meets the perplexing details of every-day counter practice! And it is this phase of college education which is the great stumbling block to the employers who are successful, practical business men. One frequently hears from such men the remark, "Send me a good clerk, I don't want a gold medal man." JOSEPH P. REMINGTON.

#### A BICYCLE BUG.

The people of the State of Illinois have been lately very much exercised over a discovery that bids fair to seriously affect the uses of pneumatic tires. The new trouble is due to nothing less than a curious insect which has appeared in Evanston, and is known as the "bicycle bug." It is described as a hornet-like insect, looking something like a caricature of the Jersey mosquito. It is described as having a body about an inch long, supporting a pair of tentacles four inches long. These tentacles are really inches long. borers, and the bug has a habit of alighting on rubber tires and puncturing them. A Chicago wheelman called the attention of Professor William A. Locy, of the North-western University biological laboratory, to the insect, which he identified as an Ichneumon. This is one of a very large class of insects which have, for a boring apparatus, a hollow tube through which the egg is laid. The insect, however, always lays its eggs in other insects, sometimes boring through the bark of a tree to get at grubs and larvæ. The professor suggested that it might be possible that the insect bored through the tire as it would through the bark of the tree, seeking a place to deposit its eggs.





THE ORIGINAL.

AS ENLARGED.

# The Art Preservative—Commercially.

BY HARRY M. GRAVES.

#### Enlarging.



Y introductory remarks last month were productive of results and I have two letters which breathe encouragement for this department and give promise of some hearty

support. To encourage others to communicate with me on the subject of "photography as a side line," I think, perhaps, that it will be well to give, this month, extracts of the two letters I received. H. A. Larned, a druggist of Oxford, Mass., writes an interesting letter describing his situation and the conditions as they confront him:

Dear Sir, — I read with interest your article in the SPATULA for July on "photographic goods as a side line," and take advantage of your invitation to write you about it. Last fall a dealer in Webster, five miles below me, wanted to put in a small line of photo goods in my store and divide up profits with me. I allowed him to do so. He owned the goods and I paid him as I sold them. Since then I have bought the goods of him and run it to suit myself. Have sold probably \$50 worth in the time I have been in it. Could probably have sold more had I advertised more and had a better stock, but have rather lost interest. The reason is that I find that the decent goods are tied up in trusts and one cannot get the agency without buying an enormous quantity. It seems as though there ought to be a good profit in these goods but I naven't

been able to find a satisfactory line that I could buy right. Perhaps you can help me out in some way.

I wrote Mr. Larned a personal letter giving him what information and assistance I could. The result will be, I think, that from this out there will be an unusual hustle and interest evinced by the amateur photographers of Oxford. It is merely a matter of arousing one's enthusiasm to the slopping over point—and then he does something.

A. E. Atlee of Annapolis Royal, Nova Scotis, writes in part as follows:—

Dear Sir, - I have just concluded your terse article on "As a side line" in July issue of the SPATULA, and I may say you need not speak of it as "dry stuff," it is interesting to any who, like myself, have been tempted through the SPATULA'S articles to invest in this side line. Early in '98 I read an article in this spicy magazine along this same line, and I decided to adopt it. I laid in a light stock amounting to \$82, and I have never regretted it, for I am now doing about \$200 per year in this line alone. I followed suggestions as they appeared from time to time, and now I find myself equipped with dark room and have learned the art myself, but as yet am a novice. I put a sign outside my shop on the walls, "Photographic Supplies, Dark Room inside for the use of Amateurs. Step in and change your plates." This, I found, brought them in. Then I learned to develop and finish, and I now find my spare moments taken up with this alone.

Mr. Atlee further goes on to say that he now makes his own developing solution at the cost of but a few cents so that where his profit formerly, by buying from the manufacturer, was scarcely 20 per cent., he now figures that he makes 80 per cent. outside of his labor. I wrote Mr. Atlee, asking him to send me his developing formula for publication explaining in detail the process of compounding, and I think he will so that I can publish it next month.

I think that it would be an excellent idea to publish formulæ for the different solutions used in amateur photography, and with this exchange of ideas we ought to be able to make this department of some practical assistance. To you who take enough interest in this subject to send formulæ to this department, please bear in mind that a complete rationale of the process is desired, so that those of us who use it, may do so quickly without study and a waste of time. Let some one else benefit by your experience and then you can benefit by theirs.

In this department last month a typographical error made a phrase read "last year the profit from this department was \$80," this profit was \$800.

Of late I have become much interested in enlargement on bromide paper and find the experiments entrancing. Not only that but I believe that any druggist can turn this branch of photography to profit. It is very easy, indeed, to enlarge from a negative if you have a good dark room. Most every druggist has, but the greater number of amateurs havn't, and so I set to work to contrive something that would do enlarging without a dark room. quite an undertaking, wasn't it? But I succeeded with the result that a number of my customers became interested and I am selling them more supplies than I could under any other circumstances. For the benefit of the readers of this department I will give, as concisely as possible, a resume of the process

If it is not perfectly clear I will answer any question or explain any point that is not thoroughly understood, if you will write me.

For enlarging I use an ordinary 4 by 5 cycle camera, and have constructed an apparatus that can be made cheaply and easily. I had a light tight box made 12 by 9 by 7 inches. The length of the box depends on the focal length of the lens-it must be twice the focal length of the lens. The focal length of my camera is 6 inches, therefore, the length of the box I use is 12 inches. This box is on a moveable base so that the negative can be focused properly. At the back of the box, or the right end, I have fitted in a groove ground glass which constitutes the end. When I am enlarging I put a film holder with the sheet of bromide paper in it and withdraw the slide when ready for printing. At the front or left extremity of the box the camera is fitted in a way so that it is light

tight. Understand the back of the camera is fitted here, so that with the bellows out it is 18 inches from the lens to the printing paper in the back of the box. On this same moveable base at a distance one-half the distance from the lens to the back of the box, which in this case is q inches, is the rack or easel which holds the negative. This easel is made like a picture frame with overhanging edges, and in the centre is a 4 by 5 piece of ground glass. From the edges of the easel to the lens the light is excluded by means of cloth which fits tightly and nicely. lo enlarge, place the negative in front of the ground glass in the easel - then take out the ground glass at the back of the box and insert the bromide paper, giving it 25 seconds exposure. The light comes through the ground glass in the easel through the negative and through the lens on the bromide paper at the back of the box where the printing takes place.

This movable base may be any length, but 4 or 5 feet will be found to be about right.

Then there is enlarging by means of convertible ampliscope lenses direct from the picture. The requisites for good results here are a good plain picture, out-door light, slow plate, in the shadow on a bright day, and one minute exposure.

I have tried both methods but like the first best because it allows more scope for one's originality. The two reproductions with this article were made by the last process. I made a 6 1-2 by 8 1-2 enlargement by the first process from the small negative.

The operation of enlarging on bromide paper involves the same principles as making a negative; it is simply photographing on a large scale the negative instead of the original. This making of large positives from small negatives is an interesting feature of photography and one that is not nearly so well understood as it ought to be.

The size of the enlargement depends on the focal length of the lens and the distance the easel is from the lens.

Any lens that will make a negative can be used for enlarging, and the proper size of the

lens depends wholly on the negative to be enlarged from and not at all on the enlargement to be made.

Daylight is the best for enlargment.

Druggists in some localities especially, will find that bromide paper is a good seller if they will take the pains to let the right people know that they have it. It is a very useful paper and is used in the arts to a greater extent than is generally supposed.

Among the many kinds of reproductions it is used for are, copying patent office drawings, engineers' and architects plans, for botanists in making copies of leaves by contract printing, for use in metereological and astronomical recording instruments. In making quick proofs from wet plates it enables the photographer to see his results without waiting for his negative to dry.

But the most important application of bromide paper is the process of enlarging. Owing to its great sensitiveness, it will receive and retain an image projected upon it by means of an operation similar in principle to the magic lantern, thus enabling the photographer to make prints of any size from small negatives. Such prints present the effect of fine crayon drawings, at the same time retaining the photographic fidelity of likeness and detail.

As the merits of this process of enlarging comes to be more fully understood, it will, "I



PEACH BLOSSOM.
(Duplicate 50c., with the "patula one year, \$1.25.)

believe, take the place almost entirely of large direct photographs.

The comparative ease of making a small negative, as compared with the risk, trouble and expense involved in making a large one, is great, and the making of an enlarged permanent bromide print from a small negative is quite as certain and easy an operation as the making of a large direct print from a large negative.

For the benefit of those who want to try this interesting process I will give some formulæ for the developing, etc., and I should be pleased if some of my readers would write of their success in enlarging by means of this process.

#### Developers.

No. 1. — Otalate of potash, 1 lb.; hot water, 48 ozs.; acetic acid, 3 drs.

No. 2.—Proto sulphate of iron, 1 lb.; hot water, 32 ozs.; acetic acid, 1-2 dr.

No. 3.—Bromide of potassium, I oz.; hot water, I qt.

Keep these solutions separately and mix only for immediate use.

To develop, take in a suitable tray No. 1, 6 ozs.; No. 2, I oz; No. 3, I-2 dr. Soak the exposed print in clean water until limp, then pour off the water and flood with the developer, taking care to avoid bubbles. The image should appear slowly and develop up strong, clear and brilliant. When the shadows are sufficiently black, pour off the developer and flood the print with clearing solution. Acetic acid, I dr.; water, 32 ozs. Do not wash the print after pouring off the developer or before applying the clearing solution.

Use a sufficient quantity to flow over the print, say 2 ozs. for an 8 by 10. Allow it to set for one minute and then pour it off and apply a fresh portion; repeat the operation a third time, then rinse in four changes of water and immerse for ten minutes in the fixing bath. Hyposulphite of soda, 3 oz.; water, 16 ozs. After fixing wash thoroughly two hours in at least 12 changes of water, and hang up to dry.

To avoid yellow prints remember: The developer must be acid.

The clearing solution must be used as directed.

Fresh hypo solution for each batch of prints. Wash thoroughly after fixing.

When I was in the business we had to pay 17 cents for a two dozen package of blue print paper, for which we received 20 cents. I hunted and experimented a good while to get a satisfactory blue print formula. I finally found one and made my own blue print paper at almost no cost. I will give here the formula that I used for three years with the best results. Some of you try it, and make your blue print paper pay your rent.

No. 1. — Citrate of iron and ammonia, 17-8 ozs., av.; water enough to make 8 ozs.

No. 2. — Ferrocynide of potash, I I-4 oz., av.; water, q.s., add, 8 ozs.

Mix equal parts immediately before using. Apply in a dark room with camel's hair brush spreading evenly over a white paper of firm texture. Cut desired size and put up in a light-tight envelope.

#### Photographic Periodicals.

Wilson's Photographic Magazine (monthly), \$3.00 per year (with Spatula, \$3.50); 30 cents a number. Edited by Edward L. Wilson, New York.

Anthony's Photographic Bulletin (monthly), \$2.00 per year (with Spatula, \$2.50); 25 cents a number. New York.

Photo-Era (monthly), \$1.50 per year (with Spatula, \$2.00); 15 cts. a copy. Half-tones in colors, heliotypes and photogravures in every issue. Boston.

The Professional Photographer (monthly), \$1.00 per year (with the Spatula, \$1.75); 10 cts. per copy. Edited by George W. Gilson. Buffalo.

Photo-American (monthly), \$1.00 per year (with Spatula, \$1.75); 10 cents a copy. Edited by Edward W. Newcomb, New York.

The Photo-Beacon, \$1.00 per year (with Spatula, \$2.75); rocents a copy. Chicago.

The Photo-Miniature (monthly), \$2.50 per year (with SPAT-ULA, \$3.00); 25 cents a copy. New York.

American Amateur Photographer (monthly), \$2.00 per year (with Spatula, \$3.50); so cents a copy. New York.

#### TO KEEP IT COMING.

The monthly visits of the SPATULA must be continued, therefore we enclose one dollar to keep it coming this way.

CHAS. R. RHODES Co.

Hyndman, Pa., July 16, 1900.

Met Read right through to the end-ads, and all. Everything is interesting.

# Spatula Photo Club.

#### NOTA BENE.

We wish to say to the members and wouldbe members of the SPATULA Photo Club that unless they take a more lively interest in its affairs and send in their contributions more numerously and more promptly than they have done during the past few months, the club will be disbanded. The SPATULA has taken a great deal of interest in the club, and it is sure a great majority of its members have also done so, and it will feel very sorry to no longer receive and distribute the photographs from the various members of the club. We hope our readers who are interested in photography will make another spurt and keep the organization going. It is not a moneymaking scheme, and the SPATULA'S interest in the club consists solely in a desire to accommodate its members.

For the benefit of those who are not already members of the club, we repeat membership in it as free as salvation. All that is necessary for the applicant to do is to send to the Spatula twelve unmounted photographs of any one subject accompanied by a two-cent stamp. These the Spatula will distribute among twelve other members of the Club, and he will receive in return a collection of eleven other photographs contributed by as many other members of the club. There are no restrictions as to size, quality or subject. The title of the picture and the name and address of the sender must be written or stamped on the back of each photograph.

Among the recent contributions to the club were the follow-

#### SPATULA PHOTO CLUB.

"A Mine Car," J. T. Moran, Tracy, City, Tenn.

"Typical Negro Home in Mississippi," E. J. Hall, Okalona, Miss.

"Two Coons," L. A. Thompson, Blue Hill, Me.

"Light House, Green Bay, Wis.," C. W. Staples, Osceola, Wls.

"The Latest Out," Mrs. C. H. Starrett, Toronto, Kan.

"A Typical Eastern Shore Scene," Mrs. A. J. Foster, Cambridge, Md.

"Peavey Fountain, Minneapolis," C. Stevenson, Minneapolis, Minn.

"Statue of G. Washington, Boston Public Garden," Florence M. Kinney, Newton Highlands, Mass.

"The Lane," T. W. Richardson, East Helena, Mont.

"Mill Dam," H. De Forrest Smith, Boston.

"Mission Church," J. S. Drury, Bakersfield, Cal.





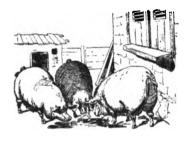




(OVER.)









THE DOCTOR'S PRESCRIPTION AND WHAT IT DID.

Let U. S. or Canadian postage stamps accepted in payment of subscriptions.

# He to Drafts.

Returning drafts unpaid has always been a bad practice, but it is doubly so since the internal revenue tax has been put on. It is the custom in the trade to notify debtors that a draft will be made on them at a certain date. with a request that it be honored or the drawer be notified that it will not be convenient to meet it at the time specified. In the absence of a reply the drawer presumes that the draft will be accepted, and it is sent through the bank with a two cent revenue stamp attached and cancelled. Now, if that draft is returned the drawer is out two cents. to say nothing of the four cents postage. Two cents is a small matter on a single draft, but when it comes to having fifty or a hundred drafts returned it is a matter of one or two dollars, and, with postage added, it make quite an item of expense when it is remembered that in some houses drafts are made every week. Buyers can save the houses from whom they purchase lots of trouble and money, too, if they will send a postal card on receipt of notification in case it is not convenient to pay, and say so. Little things make much trouble when they are multiplied.

#### To Our Readers.

We wish to publish each month short accounts of methods pursued by different druggists to attract trade and facilitate their business. Every druggist who thinks he has a way of doing any particular thing connected with his business that is different and better than the way followed by other druggists, is earnestly requested to write and tell us about it, that his fellow pharmacists may have the benefit of his experience.

LET Druggists are earnestly requested to send to us any legitimate questions concerning their business which may occur to them. Questions sent to us in good faith, the answers to which will be of general interest to the trade, will rereive prompt attention.





[It is the wish of the editor of this department to make it of as great practical value to the readers of THR SPATULA as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

## Iodine and Ichthyol.

W. R.A., El Dorado, Cal., asks: What is the reaction between iodine and ichthyol? A patient used tincture of iodine for erysipelas. About an hour afterward an ointment of ichthyol was applied. There was an immediate reaction. The patient complained very much. In fact, the attending physician had some difficulty in relieving the pain of which the patient complained. I am not fully satisfied and would thank you to inform me.

It is hardly possible to say just what reaction took place. Iodine reacts energetically with many organic bodies, and doubtless some combination took place in this instance. The pain may have been caused by the heat of the reaction or by the compound formed, or by both.

Ichthyol being a variable preparation and not constant in composition, perhaps no two samples would react in just the same way. It always contains some free sulphur and some phenol compounds which might react with iodine. Perhaps some compound of the nature of phenyl-iodide was formed, and was the cause the trouble.

# Waterproofing Canvas.

A Maine correspondent asks us for a method of rendering a canvas tent waterproof by means of alum and sugar of lead.

The waterproofing solution is a liquid containing a basic acetate of aluminum, or sul-

pho-acetate. There are several formulas in use. One which we have known to be applied successfully on quite a large scale, consists in dissolving 2 lbs. of aluminum sulphate in two gallons of water, and 3 lbs. of lead acetate in 3 gallons of water. The two solutions are then mixed, and after the lead sulphate which forms has settled, the clear liquid is decanted. The cloth is then thoroughly saturated with this fluid, allowed to drain and then dried. When dry the cloth is still porous and admits air as freely as before, but it repels the water.

If alum be used instead of aluminum sulphate, 3 lbs. each of alum and lead acetate should be employed for four gallons of liquid.

Tannin has been added in some instances, whether this is any real improvement or not.

One formula calls for 9 lbs. of alum, 20 lbs. of lead acetate and 1-2 lb. of tannin in 10 gallons of water. The ingredients are to be dissolved separately and the solutions mixed.

#### Notes.

Carbonic acid in water will eat out iron pipes quite rapidly. It forms ferrous bicarbonate first, and this in contact with the air is changed to ferric hydrate and free carbonic acid, so that a small portion of the latter in the original water may do a lot of mischief. The presence of lime and magnesium salts in

#### NOTICE.

Subscribers are requested not to send to us for the formulas of well-known and widely advertised proprietary articles. We have no means of finding out the secrets of the manufacturers of these goods, and should not care to if we could, as such knowledge is private property to which the public has no claim. Other questions, however, are always welcomely received and gladly answered.—ED.

the water prevents this action to a large extent. When carbon monoxide is present in the water a volatile iron-carbonyl compound is formed.

A new hair dye, which it is claimed will not stain the skin or linen, has been patented. It is made by dissolving 10 grains of phenylene diamine, 8 grains of pyrogallic acid, 3 grains of alum and 3 grains of manganese dioxide in a litre of water. For dyeing, the

hair is rubbed several times with this mixture, then twice with hydrogen peroxide solution,

Artificial silk, having a finer and more brilliant gloss than natural silk, is now made from gelatin or collodion. It has its chief place in millinery because as yet the cost is too high to allow of serious competition with natural silk. It is also less durable, particularly if moistened frequently. A serious

## A Baker's Dozen of Good Formulas.

Shampoo Jelly.
White castile soap, § iv.
Hot water, § xiv.
Make a solution and add,
Glycerine, § iv.
Oil of lavender, gtt. v.
Oil of bergamot, gtt. v.

Room Disinfectant.
Formaldehyde, 3 x.
Beechwood creosote, 3 iiss.
Oil turpentine, 3 vi.
Menthol, 3 i.

Cologne.

Oil of lemon, 35 Gm.
Oil of bergamot, 27 Gm.
Oil of lavender, 2 Gm.
Oil of peppermint, 1.2 Gm.
Acetic ether, 1.2 Gm.
Oil of neroli, 12 drops.
Oil of thyme, 10 drops.
Oil of rosemary, 11 drops.
Oil of rose, 2 drops.
Alcohol, 2300 Gm.
Rose water, 20 Gm.
Orange flower water, 20 Gm.

Hair Lotion.

Tinct. capsicum, M. viii.
Tinct. cantharides, M. viii.
Tinct. nutgalls, 3 ii.
Castor oil, 3 ii.
Cologne, 3 v.

Alcohol, 3 v. Lead acetate, 3 ii. Precipitated sulphur, 3 ii. Glycerine, 3 iss. Rose water, 3 x.
Bismuth subnitrate, gr. viii.
Lavender oil, M. xlv.
Water, 3 vi.

Arsenical Rat Pastes.

Arsenous acid,  $\mathfrak{F}$  i. Stale Bread,  $\mathfrak{F}$  v. Green dye, q.s. Syrup, q.s.

Arsenous acid, 3 ii. Lard, 3 iiss. Wheat flour, 3 iiss. Oil of anise, gtt. v. Green dye, q.s.

To Clean Marble.

Powdered pumice, \$\frac{3}{2} i.

Prepared chalk, \$\frac{3}{2} ii.

Carbonate of sodium, \$\frac{3}{2} ii.

Glycerine, q.s.

Water, q.s.

Use sufficient glycerine and water in equal parts to make a paste.

Liniment.

Menthol, § i. Chloroform § ii. Oil of cajuput, § i. Soap liniment, § viii.

Smokers' Mouth Wash. Salol, 3 i. Tinct. catechu, 3 ii.

Ess. spearmint, 3 vi.
Use a teaspoonful to a glass of water.

Violet Sachet Powder.
Granulated orris, 3 vi.

Rose leaves, 3 ii. Siam benzoin, 3 ii. Musk, gr. viii. Oil of bitter almond, M. ii.

Smelling Salt Perfume.
Oil of lavender, 10 Gm.
Oil of bergamot, 20 Gm.
Oil of clove, 5 Gm.
Oil of cassia, 5 Gm.
Oil of rose, 0.75 Gm.
Tincture of musk, 5 Gm.

Antiseptic Powder.
Powdered alum, 3 ii.
Powdered borax, 3 ii.
Carbolic acid,
Oil encalyptus,
Oil of wintergreen,
Menthol,
Thymol, aa., 3 i.

Nail Lotion.

Sulphuric acid, 10.0.
Tincture of myrrh, 5.0.
Water, 125.0.
Moisten the nails with this and polish with chamois skin.

Liquid Dentifrice.
Pulv. quillajae, 3 iv.
Pulv. persionis, 3 i.
Alcohol, dilute, Oii.
Macerate 7 days and express,
then add,
Acid carbolic, 3 ii.
Aceti aromatici, 3 ii.
Ol. cassiae, 3 iss.
Ol. lavendulae, 3 iss.

drawback to the artificial silks is that they all swell considerably on contact with water.

An English chemists has patented a new process for recovering gold from sea water. The sea water is automatically admitted with a rush into a reservoir constructed out of the chalk at the base of a cliff and containing about one lb. of finely divided chalk per ton of sea water. Time is allowed for the chalk to react upon the gold in the water, precipitating it, and the water is then allowed to run off, leaving the deposited chalk and gold to be worked over.

A. Schatt has studied the action of formic aldehyde on sugar solutions, and he finds that one part of formalin in 1000 parts of syrup only slightly retards the growth of ferments and moulds. He concludes from his own investigations and the results of others, that formalin destroys the more delicate pathognic organisms much more easily than it inhibits the growth of moulds and ferments.

A new process for making alcohol which has recently been perfected, starts with coke and limestone. These are converted into calcium carbide in an electric furnace, the carbide is decomposed by water and the acetylene gas formed is oxidized by passing through chrome alum solution at a temperature 40° C. The ethylene is then absorbed into sulphuric acid and alcohol is then distilled from the mixture. The alcohol so obtained is said to be very pure, and costs 8 cents per gallon.

Naphthalene is now used in making celluloid in place of camphor. The odor disappears after a time and it is claimed that the celluloid made from naphthalene is tougher and firmer than when comphor is used.

#### "KEEP SENDING."

I enclose you \$1.00 for my subscription to your valuable journal. In case my bill is neglected, draw on me but do not fail to keep sending the SPATULA, it is O.K.

John F. McInerney. Wyandotte, Mich., July 28, 1900.

Some Cough Mixtures.

Following are some mixtures from the Philadelphia Hospital Formulary, taken from the American Journal of Pharmacy:—

Codeine and Chloroform Mixture.—Codeine sulphate, 1-8 grain; dilute hydrocyanic acid, 1 1-2 minim; spirit of chloroform, 15 minims; glycerine, 10 minims; fluid extract of wild cherry, 5 minims; elixir of orange to make one teaspoonful. Dose, one teaspoonful in water.

Creosote Mixture. — Buchwood creosote, 2 minims; glycerine, 30 minims; elixir of orange, 30 minims; alcohol, 30 minims; oil bitter almonds, 1 drop; tincture cardamon comp. to make 2 drachms. Dose, 2 to 4 teaspoonfuls 3 to 5 times a day.

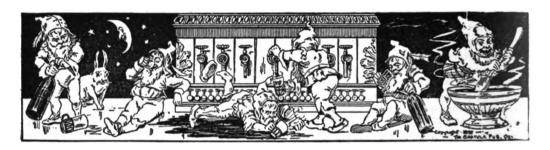
Ezpectorant Mixture. — Dilute hydrocyanic scid. I minim; spirit of chloroform, Io minims; hydrobronic acid (34 per cent.), 7 I-2 minims; syrup of senega, Io minims; syrup of squill, I5 minims; syrup of wild cherry to make 2 drachms. Dose, a dessertspoonful.

Pectoral Mixture. — Ammunium chloride, 5 grs; spirit of ammonium, aromatic, 2 minims; syrup of senega, 10 minims; compound liquorice mixture enough to make 2 drachms. Dose, a dessertspoonful to a table-spoonful.

Terebene Mixture.—Terebene, 3 minims; oil of wintergreen, 1 minims; powdered acacia, q. s.; syrup of wild cherry to make 1 drachm. Dose, one or two teaspoonfuls in water.



WHAT HAPPENS WHEN THERE IS NO TANGLE-FOOT IN THE HOUSE.



# The fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

# Question Box.

The object of this department is to help our readers. I am willing to answer such questions as I can and help you all I can. If any question has come up in the management of your fountain that you think would aid others to know send it in with the answer you have arrived at, it will aid others who have aided you.

Address all questions to E. E. White, 74 India Street, Boston, Mass., care of the SAT-ULA Publishing Co.

# Vanilla and Its Use at the fountain.



ERHAPS no more common flavor exists than the vanilla. It is as old as any in the history of the soda fountain, and brings to our memory recollections of our youthful joy over a glass of the old time favorite.

Common, however, as the vanilla flavor has been, it is astonishing how many firms are selling a syrup at their fountains that is a disgrace to their store. There seems to be an idea among many that vanilla is the country man's flavor and that any old flavoring extract will answer for this purpose, but it is false; and in

order that you may have good vanilla soda you must have a good extract to commence with.

There are many people who never will change from their favorite soda, and, as a rule, they are apt to know very nearly whether it is a good or a bad flavor that is served.

A small amount of a good vanilla goes a long way, and no matter how much of an inferior article you may use you can never secure a result that will be satisfactory. This is just as true in selling the extract to your customers as it is in using it in the manufacture of syrup or ice cream.

There are two ways of procuring a good vanilla extract. One of them is by buying it from some good house in that form; the other to buy the bean and prepare your own. To the small user the former appeals most strongly. I need only say a few words regarding the purchase of the prepared extract; unless you are a good judge yourself be sure and buy of a house having a reputation for good goods. It is not always necessary to buy the highest priced extract to get a good article, but for use at your fountain, if you are aiming at a good trade, nothing is too good. Give the people quality not quantity and you will have good results.

#### Making the Extract.

The first thing to be done, if one is going to make their own extract, is to purchase the vanilla beans which are to form the basis of the finished product and, I will therefore aim to tell you a few things of importance in the selection of them.

#### The Vanilla Bean.

There are several varieties of the vanilla bean varying both in the quality of their product and in their price. Ittis not always essential in order to obtain a good extract to buy the most expensive bean, but it is essential that whichever of the several varieties you do buy, that you buy the best and freshest. It is an impossibility to produce a good extract from old or musty beans, and with a little care one need have no trouble along this line. If, from a lack of knowledge or experience with the bean you feel that you are not competent to judge to the best advantage, then I would advise you to purchase your goods from some good reliable house upon whose word you can depend.

## The Varieties.

It may be of interest to know something of different varieties of the bean and their respective value. They are five in number including the Mexican, Bourbon, Tahiti, South American and wild bean. The Mexican is the highest in price and first in quality, the others following in their respective order, having a distinct flavor peculiar to itself.

The Mexican bean usually is quoted at about one-third higher than the Bourbon which is about one-third higher than the others. It is impossible to give any exact figures owing to the fact that the price of the beans fluctuates greatly according to the crop.

I advise strongly that you use the Mexican bean, especially in preparing an extract to use either in the manufacture of syrups or ice cream. As to the others, they should never be used as a condiment, and I am inclined to think that no one does use them knowingly. They are principally used to adulterate the Mexican in various ways, princially the Mexican Cut Beans, which are so largely used by the manufacturing houses.

#### The Mexican Cut Bean.

The genuine Mexican cut beans are prepared in Mexico. After the crop has been cured the perfect beans are selected and bundled, while the crooked ones and those which have a fungus growth are cut up and shipped into this country as cut beans, and it is to adulterate these cut beans that most of the other varieties are used. Often in this country more than twice the entire product of Mexican cuts are sold, so you can see how great has been the extent of these adulterations. From the fact that you can see why it is I say buy your goods from good reliable houses.

#### The Tonqua Bean.

It may be well at this point to mention the Tonqua bean which is used in the manufacture of an extract that is sold as vanilla. The flavor of this bean is very agreeable to some people; many prefering it to use in cake, etc., from the fact that it is not near so volatile as vanilla and will therefore withstand the heat of cooking without losing its flavor. The principal varieties of this bean are the Angostura, Surinam and Para; still at times there will be found on the market, others which are sold at unstaple prices.

## Preparing The Bean for Use.

I take it for granted that you have decided to use only the Mexican bean. In the first place the bean must be carefully ground. The method I use, and which I have every reason to believe to be the best, is to grind them in a small, neat grinder which I keep and use only for this purpose. One point is positive they should never be ground in a mill that is used for drugs. They should never be mixed with sugar before percolation, nor should such substances as ground glass be used to aid in the grinding of the bean.

Sugar should not be used for the reason that it will retard the percolation and make it very difficult to exhaust them properly.

Glass, sand, etc., will impart a foreign flavor to the extract even when the greatest care is used.

The aroma of the vanilla is naturally the most delicate and volatile of all flavors and has therefore an affinity for all others. It attracts all foreign odors and flavors, and much care should be taken not to let the ex-

tract come in contact with other extracts or utensils which have not been thoroughly cleaned. If possible prepare in a room where there is nothing which can in any way spoil the flavor.

I cannot say too much on this one point because upon this depends the quality of the product. You may purchase the very finest bean and still not procure the desired result just through carelessness.

Having given you this advice I will proceed to give you what I consider to be the best formula for vanilla extract for fountain use or for any other for that matter.

The Best Extract of Vanilla.

Select ten (10) pounds of choice Mexican Vanilla Beans and grind them fine in accordance with the directions given:

Mix five gallons of proof alcohol or cologn spirits with an equal quantity of pure distilled water.

Now purchase some new excelsior such as is used for packing purposes. (Do not use old excelsior for it may have come in contact with some foreign substance which will have spoiled it for your purpose.)

First soak in cold then in hot water, each time using perfectly fresh water and repeat the operation until your excelsior is absolutely pure and clean.

Take a glass percolator large enough to at least hold twice the quantity of beans that you have and place a small quantity of the clean excelsior you have in the bottom; then a layer of the beans, say two or three inches, then another layer of excelsior and so on until all the beans have been placed in the percolator.

Now gradually pour on your mentrum, until the vanilla is entirely covered. Open the spigot until the extract begins to drop, then shut it off and cover the percolator and allow it to stand for one or two days to macerate, then open the spigot until the extract begins to flow freely then allow it to percolate for five or six days when the strength of the beans should have been thoroughly exhausted.

To each gallon of the finished extract now

add three pounds of granulated sugar and see that it is dissolved thoroughly. The reason for the use of sugar is that it gives a body to the extract and also aids materially in the development of the flavor.

This method of percolation you will find far superior to that of maceration, which takes much longer and does not in the end bring out the flavor nearly so well as this method does. More than that the extract made by percolation will be found to be perfectly clear without the necessity of filtration which is never exactly satisfactory.

Keeping the Extract.

One thing peculiar to vanilla is that it improves with age and it is well, therefore, to make a large quantity and keep it for a year before using as it is much better and give<sub>3</sub> far better satisfaction.

Vanilla should never come in contact with or be kept in tin or metal dishes of any kind, but should be kept in either glass or wood. If you want the best results from keeping, secure an old French brandy keg which has just been emptied and use that, and then you are sure of the best results. If you do not use French brandy in such quantities as to buy it in keg lots, you can easily purchase one from your wholesaler, or some liquor dealer. If you do this and use care, you will, in a year's time, have an extract that is as rich and mellow as an old wine.

Vanilla, I believe, is the only extract that improves with age, and the older the better, so don't think that is making large quantities that you will be loser.

Caution must be taken in the selection of your container, and do not use an alcohol barrel under any consideration as they are lined or coated with a gum which, if not soliable in the proof spirits, is to a certain extent in the 5 per cent. solution used in making the vanilla extract.

I might give other and cheaper receipts for making vanilla extract but I do not believe it a good policy; if you must have a cheap essence to sell, delute the good extract coloring with a little caramel. By this method you secure a delicate, though weaker flavor, and it will give better satisfaction.

# Vanilla Syrup for Fountain.

After preparing an extract that is all that we could desire, a vanilla syrup is one of the easiest to prepare. From an extract made as above I find the following formula a very good one: -

Ext. vanilla, 3 iss; foam (when desired), q.s.; simple syrup, Cong. j; caramel, q.s., to color. Mix thoroughly.

#### · Coca-Cola Formulas.

To many people Coco-Cola has become a part of nearly every beverage, and the calls for Coca-Cola Lemon Phosphate, Coca-Cola Orange Phosphate, Coca-Cola Wild Cherry Phosphate, Coca-Cola Ginger, Coca-Cola Phosphate and many other such combinations have become very frequent. The combinations are very good and detract nothing from the Coca-Cola effects.

# Lime Juice and Coca-Cola.

This is one of the very common calls and is especially good as the lime juice gives a taste to the drink which is agreeable to the lover of the lime juice.

#### Coca-Cola Lemonade.

No lemonade can be made that is more pleasing than one of this kind. Make a plain soda lemonade and sweeten with one ounce of Coca-Cola in place of syrup. Try one yourself and you will find it simply fine.

# Coca-Cola Egg Phosphate.

Use one ounce of Coca-Cola, one egg, few dashes of phosphate, and proceed as in making your phosphate, and you have an egg drink all that an egg drink can be.

#### Coca-Cola Egg Shake.

Is another fine Coca-Cola drink and is prepared as an egg and milk using the Coca-Cola for sweetening, about one ounce to the glass. This is a very rich drink and can be recommended as being a fine tonic and good especially for exhaustion.

#### A New Ice Shaver.

Ice is a big item to be considered when you are running a soda fountain, and a good, economical and durable ice shaver is a necessary adjunct to every fountain. There are many on the market but most of them are intricate

and unserviceable machines, sold at an unreasonable high price. The Lippincott Excelsior Ice Shaver, No. 2., is almost perfect in its construction and action, being made of the finest materials and shaving any shaped piece of ice to a snow-like fineness. You will do well to send for a catalogue of this shaver to the American Soda Fountain Co., successors to Chas. Lippincott & Co., 930 Arch Street, Please mention the SPATULA Philadelphia. when writing.

## What and Where to Buy for the Fountain.

In rending for circulars or catalogues to any of the firms below mentioned, mention The SPATULA. The favor will be appreciated and it may help you, as it will show you are a live, wide-awahe druggist and mean business.

Fountains—Robert M. Green & Sons, 1413 Vine street, Philadelphia.

Fountains-Chas. Lippincott & Co., Arch street, Philadel-

Carbonators-The New Era Carbonator Co., 129 Portland

St., Boston.

Tumbler Washers—L. L. Rowe, 24 Portland street, Boston.

Lemon Squeezers, Milk Shahers, etc., Eric Specialty Co., Erie, Penn. Root Beer and Root Beer Cooler .- Chas. E. Bardwell, Hol-

yoke, Mass. Champagne Mist, Claret Punch and Champagne Ginger— W. O. Tuttle, 13 Foster Wharf, Boston.

Gem Ice Cream Speen .- Gem Spoon Co., 4 Oakwood Ave.,

Gem Ice Gream Speen.—Gem Spoon Co., 4 Oakwood Ave., Troy, N. Y.
Webb Ice Shaver—Fox, Fultx & Co., New York & Boston. Stone's Paper Yuley Strame—M. C. Stone, 1218 F street, N. W., Washington, D. C.
Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 81 High street, Boston, N. E. agents.
Junket Tablets for Ice Cream—Chr. Hansen's Laboratory,
Box 1241 Little Falls, N. Y.
Phillita Fauntain Character—The Chas H Phillips Chem-

Phillips Fountain Chocolate—The Chas. H. Phillips Chemical Co., 77 Pine street, New York.

Aromatic Tincture of Orange—Weeks & Potter Co., Boston, Mass.

Soda Claret, Champaigne Soda, Soda Flavors, etc.—Duroy & Haines Co., Sandusky, Ohio.

Soda Checks, Soda signs, sign-making outfits, Soda Guide

(in preparation). The SPATULA, Boston.



AUGUST.



# Dollars & Cents

\* \* \* \* \* \* \* \* \* \* \* CONDUCTED BY THE SPATULA.



OW that the tail end of the summer season is here and business is accordingly more or less dull, an excellent opportunity is afforded for us—the SPATULA and its readers—to get down to work during the lull and help each

other for the fall business. Everything in the business world is booming now and there is no reason why the pharmacists of the United States should not make this year a bigger one than any before. Get a good start for the fall. Money will be free as it always is around a presidential election, and when money is free, business is good.

We mean just what we say when we intimate that we should get down to work. We should fill this department with new ideas and schemes that have paid druggists in all parts of the country, and the only way we can successfully do this is to have the druggists co-operate with us. Prepare your advertising matter and arrange the methods of procedure you are going to use and send them in to us. We will publish them, criticise them and make suggestions if we think they are needed, and thus you may be helping some brother druggist who will also send in an idea of his own that will help you.

We have been more than pleased with the interest our subscribers have taken in this department but we want to hear from more of you. We have a list of readers who regularly send us the different pieces of publicity work that they get out, and we want you to put your name on the list. Use this dull season to formulate your plans, and when you have them perfected send them into us. We want to hear from you and help you all we can, and this department is open for all who are interested. Don't put it off but sit down

A Soda Idea.

The season for cold soda is still in good force and should last well into October so another scheme or two in this line will not be out of place here. The more advertising ideas you run in connection with your fountain the more people you will attract, as some may fancy one method you use while others may be taken by another. The following may benefit you.

A thriving druggist in Arlington, Mass...—and a subscriber—makes a big feature of hisoda fountain and there are few good ways: pushing the business that he has not used. He serves excellent soda, and this, together with his hustling ability, make his fountain the most popular in his section of the comparty. One of the schemes that he has worked



# A PUFF

Will tell the smoker whether he has a good cigar or a poor one, and a puff is all that is needed to tell that our cigars are perfection. We carry a carefully selected stock of the best known brands

# Our Cigars

are kept in a Cigar Case and when you buy them they are just in prime condition to make a cool, fragrant smoke.

PUSH & PROSPER.



# **STEADY**

Your glance on this space for a few moments and ever after remember that we keep on hand every requisite for Amateur Photography. Dry-plates, Developers, Toning Solutions,—everything.

# Our Photo. Department

contains a very carefully selected stock and you can be sure you are getting the best at the lowest price at our store.

PUSH & PROSPER.

# A SPRAY



Of Violet Water from a good atomizer helps one cool off and feel refreshed after a summer bath. You know the quality of our Violet Waters.

# Our Atomizers

are of as high a class as is everything else we carry. Hence, they are the best.

PUSH & PROSPER.

# **FRAGRANT**



Soaps for the toilet are a luxury that all can enjoy if they will come and look at the prices we are charging for our high-grade goods.

# Our Soaps

are pure, fragrant, and low in price. Just what you want for what you want to pay.

PUSH & PROSPER.

A page of seasonable ads. all ready for your printer. Use one each week. If you do not want to cut this page send us a two-cent stamp and we will send you a duplicate. Duplicate cuts may be had for 50 cents each; all four for \$1.50.

with great success this summer is most readily explained by reproducing one of the slips he gives to each purchaser of a soda.

|     | <br> | <br>    |
|-----|------|---------|
|     |      | <br>1 - |
|     | <br> | <br>1 5 |
| o o | <br> | <br>1 3 |
|     |      |         |

We punch out a number with each 5 cent glass of soda, or two with a 10-cent drink.

When you have paid 25 cents, you will receive a five cent drink free.

#### A. A. TILDEN'S

ARLINGTON CENTRAL PHARMACY, 618 Massachusetts Avenue, ARLINGTON.

On the reverse side, Mr. Tilden has the plain, dignified announcement "The Oldest and Most Reliable Drug Store in Arlington," together with the address. These have paid well for the reason that the card is always given to the purchaser with one "5" punched out which makes him feel as though his card was "started" and he goes to Tilden's thereafter to "finish" it. When a man has a card like this you have more or less of a hold on him, while if he leaves your store with only a sweet taste he soon forgets you and drops into your neighbor's store the next time he wants a soda.

There is another idea very similar to this, that of giving a check with each soda and when five are saved up they are redeemed by a glass of soda; but we do not think it is as good as the one used by Tilden, as the latter does not make it necessary to give away so many free drinks as a whole card must be punched before the holder is entitled to a drink, while with checks there is bound to be a lot of trading, especially amongst children, so that in the end almost every check given is sure to be redeemed.

#### From Connecticut.

Nichols & Harris, druggists, of New London, Conn., has issued several advertising novelties that have paid them well, and we have on our desk samples of a few of their advertisements. In our opinion they are all

that could be desired by a firm whose object is to be dignified in all it does.

One of the samples is a schedule of the New London Base-ball Club, on the reverse side of which is a well-written invitation to refresh yourself after the game at the Nichols & Harris soda fountain. Another is a cardboard folder with an attractive soda water announcement on the first page, the fountain menu on the next page, and the third and fourth pages given up to timetables of street railways in New London and Montville, and the location of New London fire alarms. These two pieces of advertising are well arranged typographically, and neatly printed on colored stock. Excellent advertising for the city druggist.

#### From Rhode Island.

A very clever soda menu has reached us from H. A. Pearce of Providence, R. I., and in our opinion it is the best we have seen this season. It is the work of Mr. Harry M. Graves, the expert of Boston and fully up to the high standard of excellence for which Mr. Graves is deservedly noted. It is an eight page booklet with cover of coated stock and the whole book is printed and cut to represent a large glass of soda. In three colors and of such odd shape, this piece of advertising is bound to be a paying one, especially as the written matter it contains is bright, truthful and convincing. We feel sure the Mr. Graves, 227 Washington Street, Boston, will send a sample to any of our readers if they drop him a line asking for it.

# WINDOW DISPLAY.

One of the various liberal propositions made by I. S. Johnson & Co., Boston, Mass., manufacturers of Johnson's Anodyne Liniment, Parson's Pills and Sheridan's Condition Powder is an offer to pay druggists cash or goods to make a window display of their medicines for two weeks. We have examined their offer and would advise every dealer who has a good sale of these preparations to write Messrs. Johnson & Co. at once for a copy of the offer. It will pay you for your trouble.

# Books, etc.



# Cloody's Chemistry.

To know what to omit is one of the great problems of teaching. This book \* was written with this in mind, and for the especial use of medical students. The general chemistry is extremely concise if not meagre. The aim of the author was evidently not to write a treatise or even a lucid elementary chemistry, but to supply the essentials of chemical knowledge in a condensed form and particularly adapted to the needs of medicine. Taken in connection with a series of lectures or a more complete treatise, this book meets the conditions well. One of the best features is the series of laboratory experiments given, of which there are 300 in connection with inorganic chemistry and nearly 100 more illustrating organic chemistry. These have been selected with special reference to economy of apparatus and material and are admirably adapted. No expensive apparatus is needed, in most cases only the simplest and commonest utensils being required. Young pharmacists who cannot get the advantages of school laboratories for the study of chemistry, and are limited in means, will find this portion of the book very helpful. The section on clinical chemistry, including the testing of wine, milk, saliva, gastric juice, ferments, etc., is relatively more complete. Here also the aim has been to give the common essentials concisely.

#### Some Good August Magazines.

The Cosmopolitan, Irvington, N. Y., 10 cents per copy, \$1.00 per year.

The Ladies' Home Journal, Philadelphia, to cents per copy, \$1.00 per year.

The National Magazine, Boston, 10 cents per copy, \$1.00 per year.

The Bookman, New York, 20 cents per copy, \$1.00 per year.

Trained Motherland, New York, 10 cents por copy, \$1.00 per year.

The American Küchen, Boston, 10 cents per copy, \$1.00 per year.

# SMUGGLERS CAUGHT.

For several years past a well organized gang of crooks has been smuggling into the country phenacetine and other coal tar products on which there in a large duty, and from time to time members of the gang have been caught and dealt with to the fullest extent of the law. It is now believed that the head of the gang has been found, and the Parbenfabriken of Elberfield Co., the sole selling agents of the imported products in the U. S., are doing all in their power to run the band to earth. The supposed leader is A. R. Goslin, a well known and wealthy crook of New York, and several cases of the drugs in question were seized from his home on West End Avenue, by the Custom House officials. Goslin's brother-inlaw, Thomas Gibbon is also implicated, and the officials are of the opinion that they will now be able to break up the entire gang. No trouble or expense will be spared either by the government or the drug firms interested to ferret out guilty parties, and druggists should beware of all persons approaching them with "Bayer" products at low prices.

Hugo Rosenthal, a New York druggist, was also arrested for smuggling four hundred pounds of phenacetine in false bottom trunks on the Deutschland a few days ago.

If you have anything to sell or exchange, make use of our Druggists' Exchange. It costs subscribers nothing.

<sup>\*</sup> Essentials of Medical and Chemical Chemistry with laboratory exercises, by Samuel E. Woody, A.M., M.D. Fourth edition, revised and enlarged. Illustrated. P. Blakiston's Son & Co., Philadelphia. 12mo. 243 pp. \$1.50.

# The Drug Market.



IDSUMMER dullness is only slightly relieved by a bit of speculation in a few drugs. Opium, Quinine, Oils, Anise and Cassia take their turn of being football, and then drop

back, but it is hard work keeping up the in-

OPIUM took on quite a spurt, only to be subject to the same old decline. The Chinese troubles served as an excuse to raise prices and will probably also serve as an apology for lowering them. Why the trouble in China should cause an advance in price is hard for us to see, because a curtailment of demand will bring about an accumulation of stock, and anxious sellers. with lowering prices.. We cannot believe in a long Chinese war, normal conditions will soon prevail and quiet will reign for a time in the "Opium Crowd."

MORPHINE has been marked up ten cents more per ounce by some of the markers, but one at least does not respond the full amount, which makes the price somewhat unsettled, with Opium dropping a make-up in this article seems out of place, it's probably a "re-adjustment of prices" after the fight.

COCAINE is another article which is somewhat irregular as to price, the manufacturers not being in accord as to late attempt to advance the quotations fifty cents per ounce. Here also is trouble.

MENTHOL is very dull and uninteresting. Price weak.

COD LIVER OIL is attracting some attention by those who look carefully after their stock.

CARBOLIC ACID—The late flurry seems over and while there is no concession in the price, still merely an ordinary demand is to be noted.

QUININE—An advance of ten cents per ounce by the German makers is thought to be at hand, but hangs fire—it will probably come, and this will balance the price with all makers. A "shortage" is trying to be worked up, but runs hard. TANNIC and GALLIC ACIDS are somewhat higher, say about five to eight cents.

CITRIC ACID—An advance in this article has been confidently expected, but has failed to materialize, and as the season is fast passing, no mark-up is now likely. The price has ruled remarkably steady during the entire season.

CAMPHOR attracted some attention during the "China" war, but has ceased to be of interest, although soon, shrewd buyers will be making their contracts for another season.

BEANS, VANILLA—Again we are told of another small crop of Mexicans, and also of poor quality. Stocks are much reduced, and high prices asked. Bombona on the other hand, are in plentiful supply and good demand. They are proving very satisfactory.

ESSENTIAL OILS—Anise and Cassia are lower and interest is dying out.

Bergamot is higher, but other articles under this head are without change.

GOLDENSEAL ROOT is slightly lower.

PRICKLEY ASH BERRIES are selling at about sixty cents a pound, a perfectly rediculous price.

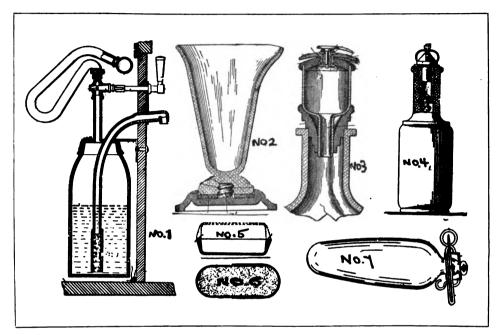
PARADISE SEED reduced to about thirty cents a pound and a further reduction is likely.

CREAM TARTAR, TARTARIC ACID, SAL ROCHELLE remain unchanged in price. They appear to be established upon a permanent basis. Other articles show such small changes as to be without interest.

#### A SUGGESTION.

As C. I. Hood & Co. say, in their advertisement on another page, we are all after our share of the coming fall trade and we know of no better way for the druggist to add to his share than to push the C. I. Hood & Co. preparations. In the first place this generous firm is placing and will continue to place extensive advertising throughout the country and the druggists will feel this by the demand for these goods which is bound to increase. Hood's Sarsaparılla is especially effective in curing the ills that fall to man at this season, and if you will write to the manufacturers and tell them that you wish to push their preparations, they will send you plenty of attractive matter with your card thereon. If you are a live druggist you will do this and mention the Spatula. Now is the time.

# Mhat's New.



#### PNEUMATIC SYRUP JAR.

No. 1. — Patent No. 650, 166. Inventor, Charles N. Chadbourn, Minneapolis, Minn. Patent granted May 22d, 1900.

SECTIONAL GLASS CUP.

No. 2. — Patent No. 648,435. Inventor, Charles B. Rider, Philadelphia, Penn. Patent granted May 1, 1900.

COMBINED DROPPER AND LIQUID MEASURE, RECORDING-DIAL AND DOSE-INDICATOR.

No. 3.—Patent No. 650,617. Inventor, Fernand Solomon, Philadelphia, assignor to George W. Evans, trustee, Erie, Penn. Patented May 29, 1900.

SPRINKLER FOR BOTTLES.

No. 4. — Patent No. 646,349. Inventor, Harry O. Brawner, Baltimore, Md.

WAFER CAPSULE.

No. 5.—Patent No. 648,594. Inventor, Karl Morstadt, Prague, Austria-Hungary. Patented May 1, 1900.

GELATIN CAPSULE

No. 6.—Patent No. 650,760. Inventor, Fred erick H. Metcalf, Franklin, Ill. Patented May 29, 1900.

COLLAPSIBLE TUBE.

No. 7. — Patent No. 645,432. Inventor, Franz Stohr, Vienna, Austria-Hungary.

# ROYALLY ENTERTAINED.

On August 13, at Lowell, Mass., the Cuban teachers from Harvard were royally entertained by the "House of Ayer," whose large plant is located in that city. Everything was done to provide for their comfort and entertainment, and the "House of Ayer" thoroughly sustained its reputation for careful attention to detail.

A luncheon, served on their arrival, was tasteful and satisfying; the inspection of the Ayer Plant was exhaustive but not exhausting. The teachers found out all about the manufacture of Sarsaparilla, Cherry Pectoral and other things peculiar to the J. C. Ayer Company, and enjoyed the music of the orchestra at the same time.

The Cubans were all pleased with the courtesies shown them in Lowell, and the special train that carried them back to Boston left amid cheers for the J. C. Ayer Company, and Manager A. E. Rose, to whose generosity the

enjoyable visit was due.



"A GLASS OF LIQUID AIR, PLEASE!"

# Chalk.

Carbonate of lime occurs abundantly in various parts of the world; it is used in medicine as an astringent and antacid. For medicinal purposes it requires to be levigated. By process the finest particles are separated. When dried, the preparation constitutes the "prepared chalk" of the shops. As a general antacid, chalk is scarcely to be recommended, but in cases of diarrhœa, especially in children, where much acidity exists, it is highly useful. For the latter purpose, from twelve to eighteen grains of chalk rubbed up in an ounce and a half of still water, form a mixture of which a teaspoonful may be given to an infant six weeks old, every few hours if requisite.

In the case of adults, the ordinary chalk mixture is an excellent preparation; it may be made with prepared chalk two drachms, powder of gum acacia to drachms, cinnamon water, or water simple, 8 ounces. A drachm and a half of sugar may be added, but it is quite as well omitted; better, if the climate is a warm one, as it causes fermentation. To the above mixture, rhubarb, laudanum, etc., may be added if requisite. The dose, two or three tablespoonfuls, is repeated more or less frequently according to the amount of diarrhoes.

The aromatic powder of chalk — dose thirty to sixty grains - and the same powder with opium — dose five to twenty grains — are both useful and easily carried preparations, which ought to form part of the domestic medicine chest of the emigrant, or, indeed, wherever the usual sources for procuring efficient medicines are far distant. The powders ought to be procured ready prepared. Forty grains of that compounded with opium, contain one grain of the drug. Chalk forms an ingredient in the grey powder, a combination of mercury and chalk. The practice of sprinkling chalk powder upon sores, for the purpose of absorbing discharges, etc., is not to be recommended.

Recent experiments by M. Janet show that the temperature of the carbon filament in an electric lamp is between 2,000 and 3,000 degrees Fahrenheit.

It is calculated that the salt and other solid matter contained in the ocean would be sufficient to entirely cover the dry land with a layer of 200 yards deep.

We claim to make the finest Neutral or Cologne Spirit produced in this country, and for the purpose of more thoroughly introducing it to the Pharmacist and to bring it into general use, we offer

# Graves' XXX Extra French Cologne Spirit In 5-Gall. Boxed Demijohns, Parcel free, FOR EIGHTEEN DOLLARS.

With the order we will give formulas for the manufacture of the following toilet articles:

Toilet Cologne, White Rose Cologne, Florida Water, Lavender Water (English), Lilac Water, Violet Water,

Or for household or Soda Fountain use VANILLA EXTRACT, of a quality which may be called Superb. Samples of the manufactured goods, showing possibilities, cheerfully shown at our office and distilling works, —35 HAWKINS STREET, BOSTON.

C. H. GRAVES & SONS. 3

# THE POWER OF A NAME

in many branches of business—there is unmistakable power in certain names. To a marked degree the reputation of the manufacturer acts as an advertisement for those who sell his goods. It is the same with chemicals. The pharmacist who dispenses Merck's Chemicals wins the favorable influence of physicians, for the name "Merck" on a label is always a guarantee of purity and reliability.

Do YOU specify Merch's?

Tannalbin Tannin Album. Exsic. Knoll, Antidiarrheal. In two forms:

Stypticin Cotarnine Hydrochlorate, Merck. Hemostatic and uteriue sedative. Three forms: Powder; ¾ grn. hypodermic tablets; elixir containing ¾ grn. per fl. dr.

Orexine Tannate Phenyldihroquinazoline Tannate,
Kalle. Appetizer and gastric tonic. Two
forms: Powder and "Orexolds"—4 grn. tablets.

Dionin Ethyl-morphine Hydrochlor., Merck. Sedative and against chronic morphinism. Powder and ¼ grn. hypodermic tablets.

Thiocol Gualacol - sulphonate Potassium, Roche. Anti tubercular. Powder; 5 grn. tablets, syrup 5 grn. Thiocol per fl. dr. Tannoform Tannin-Formaldehyde, Merck. Corrective of excessive and offensive perspiration. Formulæ on request.

Euquinine Quinine-Carbonic Ether, Zimmer. Perfected Quinine. No taste; no distressing cinchonism—no gastric disturbances.

Creolin-Pearson Saponified Coal-tar Creosote. Disinfectant, deodorant, germ-destroyer. Write for advertising matter.

Ammonium Sulpho-ichthyolata.

Alterative and intestinal antiseptic. Our Formulary of Ichthyol, 128 pages, will be sent to any pharmacist on request.

Largin
Silver-Protalbin, Lilienfeld. Bactericide and astringent. Employed in
gonorrhea and infectious eye diseases.

# CASTORIA

# PAYS THE WAR TAX.

NO ADVANCE IN PRICE.

\$33.60 per gross. \$2.80 per dozen.

Jobbers sell in gross lots, 5% and 2½% off.

# • THIS IS THE GENUINE.

THE KIND YOU HAVE ALWAYS HANDLED.

IT PAYS TO HANDLE RELIABLE GOODS.

Send for Counter Wrappers, Cartons and Cards.

THE CENTAUR COMPANY,

77 Murray St., N. Y. City.

Chart Fletchire.

Provident

When writing advertisers please add the word PATULA.

## A NEW HOUSE OF MERCK.

On August I. Merck & Co. of New York, opened a complete branch house in Chicago, at No. 227 Randolph Street. The steady growth of their business throughout the West made it necessary to supply additional facility there for meeting the demand with prompt-Such facility is now ness and certainty. provided by the Chicago branch which receives, ships and invoices all orders for goods directly at its ware house, answers inquiries for information, furnishes exact quotations, and in every way takes care of the business coming from its territory in the same manner as the main house has done in the past. The accounting alone will, for uniformity of system, remain in New York, where all remittances are to be addressed as heretofore.

Accordingly all correspondence and business, not purely financial or scientific, from any point of the map nearer or more convenient to Chicago than to New York should be addressed to the Chicago house.

Mr. J..W. Pany, an old and trusted employee

of Merck & Co. has charge of the branch and has the support of a sufficient force from the New York staff. Mr. Richard S. Johnston, who has for a long time represented this firm in the West, and to whom is due much of the extension of their business in that section, will continue to visit the Western trade in their behalf. Merck's drugs and chemicals are supplied through the regular channels of trade only, and no firm lays more stress on the co-operation of manufacturer and wholesaler than this one.

## IN NEW QUARTERS.

Messrs. W. A. Gill & Co., the well known tin box makers of Columbus, Ohio, are now moving into their new factory and when settled will have one of the most complete establishments of its kind in the world. They will have facilities for turning out anything and everything in the shape of tin boxes. If you need any goods in this line they can supply you promptly, as they are carrying a tremendous stock with which to supply orders arriving during the time they are moving. For special and decorated work this firm is unexcelled.

# DRUGGISTS' COUNTER WRAPPERS

We send them neatly blocked to prevent scattering about counter

FREE

We also print your name, place and business on each wrapper.

THEY WILL INCREASE YOUR SALES OF

# Johnson's Anodyne Liniment

Order from your Jobber. On a 6-doz. lot of small, or 3-doz. lot medium he will allow 5 and 1 off ten days.

THREE TIMES THE QUANTITY is a good argument to induce consumers to buy the 50 ct. size. —17 cts. profit on each bottle if bought in 3-doz. lots.

I. S. JOHNSON & CO., 22 Custom House Street, BOSTON, Mass.

Mention the SPATULA. It will show you are a live Druggist.

#### A RARE OFFER.

The J. C. Ayer Company, after perfecting their Malaria and Ague Cure by robbing it of its bitterness, are now pushing this excellent remedy as only they know how. They are spending a fortune on this one article, and that a big rush will be the result is a foregone conclusion. The public, generally, is aware of the merits of Ayer's Malaria and Ague Cure but its bitter taste has made it unpopular with many. This objection is removed however, and the remedy well advertised will mean large sales, especially during the coming season. The wise druggist need not be told that it will pay him to place a small order with his jobber for these goods and then take advantage of the offer made in the J. C. Aver advertisement on the inside cover of this issue.

#### DOING IT THOROUGHLY.

The Florence Mfg. Co. are sending out a large lot of thoroughly up-to-date circular matter to druggists and dentists, and their prophylactic tooth brushes are rapidly becoming the most popular brushes in the country.

# Fall Trade

Will soon begin and we are just as anxious to get our share of it as you are. Is there any way by which we can help each other?

Catarrh and Typhoid Fever are prevalent at this season. Hood's Sarsaparilla is especially effective in curing the one and in building up the system after the other. We shall advertise extensively and there is every reason to believe you will have an increased demand for our preparations. Will gladly send you attractive matter with your card thereon. if you will distribute same to your customers.

C. I. HOOD & CO., LOWELL, MASS.

# ORANGE SODA.

YOU MAKE A GREAT MISTAKE IF YOU FAIL TO TRY\_

# Aromatic Tincture of Orange, W. & P.

This tincture is made from fresh Florida and California oranges, and contains no chemicals or oils. There is no orange extract on the market that gives more delicious flavor; just like the fresh ripe juicy fruit.

## FORMULA.

\$1.00 per pint. Makes 8 gallons of syrup.

Ar. Tr. Orange, . & P..... fl. oz. ol. Citric Acid...... fl. oz. ALL JOBBERS Simple Syrup..... gal.

SAMPLES SENT ON APPLICATION TO

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# THE LIPPINCOTT EXCELSIOR ICE SHAVER No. 2.

(IMPROVED DESIGN.)

Unlike the intricate and unserviceable machines heretofore offered the trade, commanding extravagant figures and rendering unsatisfactory results, the construction of the Excelsior is based upon scientific and mechanical

principles, entirely void of complication, as exhibited in the illustration. It is substantially manufactured from galvanized iron, with the exception of the bearings in the clutch in which is employed a bronze metal, and through which the feeding shaft, of highly tempered steel, travels when in operation. The knives are of tool steel, perfectly accessible and readily adjusted. It

> is capable of shaving one or more pieces of ice of irregular proportions (large or small) to a degree of fineness resembling snow, with astonishing rapidity.



## CATALOGUE ON APPLICATION、序序

MANUFACTURED BY THE

American Soda Fountain Co., SUCCESSORS TO Chas. Lippincott & Co.

OFFICE, 930 ARCH STREET, PHILADELPHIA, PA.

When writing advertisers please add the word SPATULA.

# Cransmission of Infection by flies.

The Medical Age of June 10, 1900, says: "An interesting experiment illustrative of the possibility of transmission of infection through the agency of flies is communicated by Dr. F. Smith of Sierra Leone. Four Petri dishes were prepared, three with sterile, coagulated serum, and one with a culture of diphtheria on serum. A common house fly was made to walk first over a sterile dish (No. 1), then over the one on which was the growth of diphtheria (No. 2), and next over the other two sterile ones (Nos. 3 and 4). Nos. 1, 3 and 4 were then placed in an incubator. On the following day No. 1 showed only a few cocci, but Nos. 3 and 4 showed colonies of diphtheria bacilli in the tracts of the fly."

In other words: 1st. — Four dishes of gelatinous food were so prepared that they were sterile and contained no living thing; not even the smallest germ of any kind. 2d. — Some of the diphtheria germs were planted in Dish No. 2. 3d. — A fly was made to walk over the glatinous surface of Dish No. 1, so that its feet were perfectly cleaned and every-

thing adhering to them were picked off by the gelatinous surface and remained upon the same. 4th.—After the feet were perfectly cleaned by Dish No. 1, the fly was made to walk over Dish No. 2 containing the diphtheria germs.

5th. — To learn if any diphtheria germs had fastened themselves to the fly's feet it was made to walk over the the pure sterilized Dishes Nos. 3 and 4. 6th. — Dishes 3 and 4 were placed in an incubator to develop any germs which might have been deposited upon them by the fly's feet. 7th. — On the following day colonies of bacilli had developed in the tracts of the fly, thus proving conclusively that flies carry contagion. After these discoveries, it can no longer be disputed that Tanglefoot Sealed Sticky Fly Paper is the only thing to prevent flies from carrying in fection. Tanglefoot catches the germ as well as the fly.

HITS HIS FANCY.

I like the Spatula very much.
WILLIARD WILLIAMS.
Maysville, Ky., Aug. 11, 1900.

# Eastern Drug Co. IMPORTERS AND WHOLESALE DRUGGISTS. TO 20 FULTON STREET, Boston, Mass. (Please say "awy your ad. in: Spatula.")

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#### Warts.

Warts are a species of "corn" growing from the surface of the skin, from superficial roots of very little vitality. They may be removed with the knife, but not by merely shaving them off, like a common weed; they must be cut up by the roots. Numerous cases are given in medical works where cutting has been followed by bleedings which could not be stopped until large quantities of blood had flowed, almost endangering life. If the very topmost part is sliced off, and the wart has rubbed into it a soft stick dipped in aqua fortis, repeated daily for a week or more, if necessary, the wart will disappear. Lunar caustic sometimes accomplishes the same object.

A milder method is, after having shaved off the top, paint them twice a day with a camel's-hair pencil dipped in common coaloil kerosene. They sometimes disappear after a week of two's application, leaving no mark or scar whatever. The cure will be expedited by saturating a bit of cotton or lint, or soft rag a little larger than the wart, lay it

The number of babies born annually in the world is about 43,000,000; daily, 117,808; per minute, 80. The number of deaths annually is about 39,000,000; daily, 106,849; per minute, 74. On the average 106 boys are born alive to 100 girls, yet at the end of the first year boys and girls are almost equal in number. The number of bottles of the G.O. Taylor Old Bourbon and G.O. Taylor Pure Rye Whiskies sold annually is also marvellously large. The actual number would surprise you. It does not surprise us, because we know that these goods are first-class in every respect, of good age, pure, wholesome, and medicinal. Licensed dealers generally sell them. Physicians recommend them. See that our firm name is on the label and over the cork. Sealed bottles only.

CHESTER H. GRAVES & SONS, Sole Proprietors, Boston, Mass.

GUALITY NEVER VARIES.

FIRST SOID MAY, 1873.

BOTTLED MEDICINALLY PURE.

For MEDICAL PRACTITIONERS' PRESCRIPTIONS

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EVERYWHERE.

REJECT SUBSTITUTES.

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and NECK LABEL.

Thurst Grangestes

# Ice Cream ..... Soda Fountain

BICH, SMOOTH, VELVETY. EXQUISITELY DELICIOUS AND RELISHABLE.

# Spatula Readers

Who take advantage of this offer can capture the best of the trade and make a royal profit, as ice cream can be made at HALFTHE GOST and in every way better than the old way, by using

# **Junket Cream Tablets.**

We will send, postpaid, for 10 cents, enough tablets to make four gallons ice cream, or 100 tablets to make 100 gallons, postpaid, \$2.00.

# CHR. HANSEN'S LABORATORY.

Box 1241.

Little Falls, N. Y.

on, and a piece of oiled silk over that, around and larger than the cotton, and bind it on so as to keep it in place. Do this night and morning. The oil either absorbs the wart, or, more likely, destroys the vitality of the roots, and the wart dies as a plant would when its roots are destroyed. Creosote applied to a wart, then covered with sticking-plaster, repeated every third day for two or three weeks, has removed the most obstinate warts. Warts have been removed permanently and without much pain—as they have but little sensibility—by tying a silk thread or horse hair around the neck of the protuberance, as some of them grow up in a mushroom shape.

Sometimes warts disappear without anything being done to them. Warts appearing in other parts of the body are sometimes cured by applying a power made of savin leaves and verdigris. Pass a needle through a wart, apply a flame to one end of the needle until the wart begins to fry; it will disappear, never to return. But the better plan, as above stated, is to dip the end of a needle in aqua fortis, and rub it on the head of the wart; rub it well in, or use coal-oil. But in using nitric acid, or nitrate of silver, avoid letting it touch the skin around the wart.

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-UK--

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# BAYER Pharmaceutical Products.

# Tannopine The intestinal astringent and disinfectant. Lacto-Somatose The food in gastro-intestinal affections. Tannigen The intestinal astringent.

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Established 1841.

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Metal Syringes. Breast Pumps. Collapsing Drinking Cups. Caps for Screw-neck Bottles.

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DRUGGISTS, you will find some 200 Prescriptions for various scalp defects and diseases, any one of which is worth the price of book.

7,000 Copies Sold. Large Order from London.

ITS CARE, DISEASES and TREATMENT.

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Has over 100 engravings, and gives self-treatment for the Diseases of the Hair, Beard, and Scalp.

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If your hair is falling out it tells you how to stop it.

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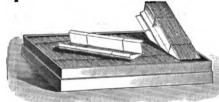
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They not only save time and labor, and enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

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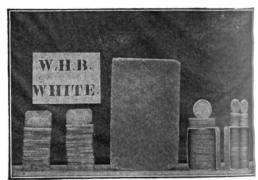
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Every cake stamped "W.H.B." and moulded in Round, flat cakes, and packed in 2-lb cartons, in cases of 54 lbs. Oblong cakes, packed loose, in cases of 56 lbs. Ounce cakes, in 2-lb. cartons, in cases of 54 lbs. Blocks (plain) of about 8 lbs.. packed in cases of 280 lbs.

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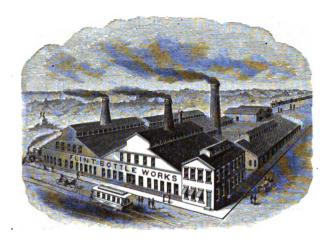
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ow IS THE TIME to think about the Fall preparations you will put out and the bottles you will need. We are Head-quarters for all kinds of Bottles. Plain or Lettered Prescription Ware, Private Mould Ware in Flint, Green or Amber—in fact we can supply any bottle you may wish. Our prices are low and shipping facilities the best.

If you want a prescription bottle different from any your competitors are using, and with an individuality all its own, you should use our patented Winchester Prescription Bottle. Send for a sample.

Our last issue of the Druggist Sundryman contains prices and particulars of a lot of new Aluminum, Celluloid, Bristle and Rubber goods. A postal brings it.

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Exactly what you want for your Soda Fountain, your counter, your shelves and your win-Each placard is 7 x II inches, is printed on excellent quality 6 ply coated card board, in rich dark blue ink, and is neat and handsome. They are the prettiest thing of the kind you ever saw.

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# LIST OF SIGNS. ORDER BY NUMBER ONLY.

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- s-Soda Water. Palate pleasing.
- 3-Hot Water Bags. Quality Right, Price Right.
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- 17-Soda water, bright, sparkling, cold, refreshing.
- 18-Richest novelties in toilet goods.
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- 23-Try our soda, there is no better.
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Special signs will be printed to order at reasonable prices.

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In strength, lightness and beauty of finish, superior to all others. 4 oz. to 16 oz Black Walnut and Silver Poplar. Specify "Mt. Washington" in ordering of wholesaler.

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Price List on application.

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Druggists! Please notice there are TWO NEW KINDS of our Tablets.



One Kind-"ANTIKAMNIA LAXATIVE TABLETS" -Monogrammed





Also Another-Antikamnia and Quinine Laxative Tablets -Monogrammed.



Don't Get Them Confused. - Doctors and Their Patients Kick.

Many complaints from Physicians state that Druggists frequently dispense one for the other. Remember, one kind contains Quinine and the other does not.

AFTER APRIL 1st. 1900.

All Antikamnia Preparations from Jobbers ...

in 10 oz. Lots, Assorted as Desired, \$9.25.

THE ANTIKAMNIA CHEMICAL CO.



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"THE PIONEER CAPSULE HOUSE."

Pure Sandal Wood Oil Various Combinati

The Standard Remedy.'

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For they are tested by us on the living animal, and their efficacy established beyond all doubt. Ours is the only House in the country that maintains a laboratory equipped for the especial purpose of testing drugs physiologically. All drugs not amenable to chemical assay, such as aconite, cannabis indica, convallaria, digitalia, ergot, elaterium, strophanthus, and other toxic and narcotic agents, are submitted to a careful physiological test before they leave our laboratory. If you want fluid extracts that have been standardized and their reliability determined beyond all question, specify P , D. & Co., and you will get them.

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THE \_\_

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Comprising Labels for practically all the Drugs, Chemicals, and preparations of the United States Pharmacopoeia and the National Formulary, together with many for drugs in the British Pharmacopoeia, and for a large number of unofficial articles, utensils, apparatus, etc., in all over 2.000 labels.

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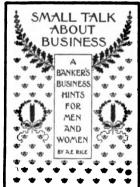
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# THE FURNITURE OF DRUG STORES.



HEN an occasional old-time druggist has watched the chronic dwindle of his revenue till he feels desperate enough to attempt a reform, or a young druggist has screwed his cour-

age up to the point of launching his modest bark on an untried sea of trade, they both begin to look about to see where they can obtain fixtures, new, or second-hand, often, in the case of a beginner, that will suit their idea of the proper requirement.

Here a very natural thing occurs, viz.; Every buyer is supposed to consult his own taste and ideas in regard to the thing to be purchased. Probably in nine cases out of ten that is right, but in this case possibly, and even quite likely, it is not.

Here is a transaction in which he is buying the very ground floor and basement of his business career. Every successful advertiser advertises to place himself and his business in the most favorable light before his customers, and to please them—not himself.

Personal experience has shown me that a druggist looks through smoked spectacles at this stage of the game. Consulting his own tastes, he believes he understands and represents the tastes of his patrons. Does he? Within a month I have refitted a store where I have been nearly a year urging that he did not to a druggist whose trade never exceeded an average of \$35. Since refitting it is averaging over twice that amount, the location and building being the same. Now, who understood best the possibility of the situation? If he had understood better than I he would have long since acquired this increased revenue.

An increase in business of from thirty-five to forty dollars a day, without any added rent, pays a pretty good interest on even a large outlay, and this was not a very large one. Now, how does a druggist reason on a proposition of this kind?

First, you will confess that you are not too old to learn, but before you have completed your thought you will have plainly evinced the belief that you are getting about all anyone can out of your neighborhood. Well, I like to see a man have faith in himself, and a certain amount of conceit is necessary.

Nearly five years ago I refitted an old drug store that had been some thirty-five years established. The rent was a matter of about \$25 per day, so it will be understood that the receipts before refitting must have been in the vicinity of \$150 to \$200 per day. The bookkeeper of the establishment, through whose hands all the cash has passed for ten years, assures me that since refitting the sales are fully double what they have been at any time during the previous ten years. Now, here are profits that every three months pay the entire cost of fittings. Yet, another druggist told me confidentially that he thought that druggist was a fool to expend so much money, which was about \$4,000.

Well, my customer and I know better, so what the other one thinks doesn't count, add to or subtract from his profits. There are a great many things in business-getting that haven't yet been revealed to thousands of druggists. Store-fitting and trade-getting in the best sense are inextricably bound together and must be so considered.

The druggist who treats with the store-fitter from a mechanical standpoint alone, lays himself open to the loss of thousands of dollars of trade which the scientific fitter may secure for him by superior knowledge of the possibilities. This I am proving almost daily. You pay your money and the choice is yours.

At any rate, it won't do any harm to consult one who has had a greater experience in this line than any other, and who can surely bring you larger and more profitable trade. It is up to you. What will you do about it?

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NOTE.— I am now putting up my straws in bundles of 100 straws each, for family use (without change in price), so that the retail druggist can sell them to his customers. These straws are now largely used in sanitariums, hospitals, and by physicians generally for administering medicines and nutriment. These straws cun easily be bent by the attendant, if desired, without injuring their effectiveness. Please state, in ordering, whether the 500 package or the 100 package is desired.

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#### NEW ENGLAND NEWS SUPPLEMENT.

# Massachusetts College of Pharmacy.

F. S. Chapman, '97, has bought a store at Monson, Mass.

W. H. Glover, '92, is taking the course in Bacteriology this winter.

H. J. Pushard, '97, has left the Fisher pharmacy on Washington St., and has accepted a position with Metcalf & Co., Boston.

Dr. E. P. Worth is back in his old position as Instructor in General Chemistry. He will take post-graduate studies at the Harvard Medical School during the winter.

The class in Bacteriology is getting more popular under Dr. Balch's direction. A large number of students have entered it this fall, and the course opens auspiciously.

L. C. Ellis, '96, has decided to take the Ph.C. degree at the college, and has commenced work in that course. He has only to complete the work required beyond that already performed in the Ph.G. course.

The class of 1900 have elected officers as follows: President, C. O. Jordan; vice-president, A. G. Gigger; secretary and treasurer, J. W. Cuff. Plans for class day are soon to be considered.

One of the Ph.C. candidates started on volumetric analysis by attempting to estimate an acid unknown by neutralizing it with an acid solution. After 100 c.c. of the precious solution had been slowly wasted, a puzzled inquiry was made, and the source of the trouble ascertained.

A. E. Lewis, '99, is the first representative of his class to join the benedict's since graduation. On Sept. 21, he was united in marriage to Miss Harriet F. Maxcy, in Pawtucket, R. I. Mr. Lewis and his bride are now receiving congratulations at their home, 69 Vestry St., Haverhill, Mass. The Spatula tenders its felicitations.

Much pleasure is anticipated in the talk by Gen. Martin on the Battle of Gettysburg at the Alumni meeting on Nov. 2. Gen. Martin has delivered this lecture many times before enthusiastic audiences, and the association is fortunate in securing him. He participated in that battle, and has lately visited the scenes and refreshed his memory. A string quartette will add to the pleasure of the occasion.

E. R. Squibb & Sons has presented to the college a double set of their fluid extracts made with acetic acid. There are fifty-seven samples in each set and they present an interesting exhibit. A case is being built for them and pharmacists who are interested are invited to inspect them at any time. Small samples may be secured for experimental purposes.

The question of room for needed operations and apparatus is becoming a serious one at the college. Every department is over-crowded, and conveniences are already at a premium with the officers. The college never before offered so many facilities to its students, and never accomplished so much in

practical as well as didactic work, and more room is much needed.

H. L. Simpson, '99, has entered into partnership with Messrs. S. S. and C. H. Lightbody of Waterville and North Vassalboro, Me. The Lightbody stores are the largest of their kind in Maine, and carry a very complete line of goods. Mr. Simpson says he is drawing a high rate of interest on his college investment and finding a profitable use every day for the "tricks" that he "caught" in his college courses.

On the first night of his sojourn in a city boarding-house, one of our seniors found his bed infested with a lively and impudent insect. Suspecting them to be the dreaded cimex lectularis he spent a restless night in hunting and crushing them, saving a few specimens for positive identification. These were presented to a wise and dignified classmate the next day, who promptly pronounced them to be coccus cacti, with an air of finality which admitted of no question. It was only a Professor who dared to dispute and designate the specimens Blatta orientalis. Since these last are pharmaceutical "products" our anxious senior made no complaint, and still holds the same room.

#### A NEW DEPARTMENT.

Mr. E. T. C. Eddy, formerly of Brookline and more recently connected with the Theo. Metcalf Co., is to take charge of the prescription department to be opened in a few days by Houghton & Dutton of Boston.

Oil of camphor is displacing oil of turpentine in part as a solvent for resins in making varnishes, for disguising the odors of strongsmelling fats and oils and similar purposes. It is obtained in considerable quantities in a manufacture of synthetic oil of sassafras.

Calcium carbide is being used to clarify and dehydrate oils. It is stated that it not only removes water from the oils but the mucilaginous matter as well, and produces very brilliant and clear oils. A French chemist has patented the process.

#### Trouble in Vermont.

The druggists of Burlington, Vt., were summoned into county court, Sept. 29, where information for selling liquor had been filed against them by State's Attorney R. E. Brown. Never before had there appeared so distinguished a lot of alleged law-breakers before the bar of justice in that city. They were not placed in the ordinary dock, but took their seats on the opposite side of the room. The rumor had gone abroad that the druggists had been summoned into court and the big room was full of interested spectators. Conspicuous among those present was the Rev. G. W. Morrow of anti-Saloon League fame. State's Attorney Brown announced that he had filed information against several persons for being common sellers of liquor and that they wished to furnish bail. The following druggists were then brought in:

F. L. Taft, J. G. Bellrose, F. Henry Parker, F. J. Beaupre, J. W. O'Sullivan, Trefflee Duhamel, Patrick H. Collins, A. P. Gosselin, Joseph Cota, R. B. Stearns, W. P. Hall and George A. Churchill.

Bail was fixed at \$200 in each case, the names of several responsible business men appearing as surety. A short time ago the druggists were charged before the grand jury with violating the excise law. The grand jury dismissed all these cases and the State has begun the prosecution upon its own responsibility. If the Burlington druggists should be beaten, every man in Vermont who owns a government liquor license, it is said, will be prosecuted.

#### LET US HEAR FROM YOU.

Any druggist in New England knowing any news that would be of interest to our readers, is earnestly requested to send it in. If you are going to buy a new store, or know of some one else who is, let us hear from you; if you are going to do anything out of the ordinary or know of any one else in the drug business who is, let us hear from you. Something that may seem of trivial importance, or of no importance at all to you, to us may seem quite different, so please do not be bashful.

#### The Druggists' Hlliance.

At Young's Hotel, Oct. 20, the annual meeting of the Massachusetts Druggists' Alliance took place, with William W. Bartlett, the president, in the chair. The election of officers was a part of the business considered, resulting in the re-election of Mr. Bartlett to the office which he has filled acceptably during the past ten years. F. S. Fisher of Mansfield was chosen vice-president, and the office of secretary and treasurer, which has been open. still remains in the care of the president, as acting officer. The alliance makes its chief work the study of all laws which affect the drug trade, especially to prevent the enactment of laws which seem certain to prove obnoxious. In the past year eight such proposed laws were prevented from becoming enacted, because of the efforts against them on the part of the alliance. A review of the work of the organization was given by President Bartlett. as chairman of the committee on legislation. other members of which are F. M. Harris, William C. Durkee, L. G. Heinritz and H. F. Rockwell.

#### A NEW FOUNTAIN.

Boston will soon have another fine soda fountain of Robert M. Green & Son's make. Mr. W. A. De Merritt, whose new store at Huntington avenue and Francis street, that city, we announced in our last issue, has placed an order with the Greens for a fine onyx outfit. The Greens propose making a strong bid for New England contracts during the coming season. They will have a representative on the ground, in the person of Mr. Chas. H. Duffield, who is well and favorably known to druggists throughout this section. Mr. Duffield will have his headquarters at Boston, and a postal addressed to Messrs. Green & Sons, from parties contemplating purchasing, will have his prompt attention.

The Weeks & Potter Co., Boston, have absolutely no connection with the Cuticura goods, the two corporations being distinct in management.

#### A CHANGE.

The Frank E. Flint Pharmacy, on Market street, Lynn, has been purchased by Joseph I. Moulton of Salem. Mr. Flint retires from the drug business in Lynn after an experience of about twenty-five years in that city, to assume personal charge of his drug store in Clinton, which he has been running for some time. The Lynn business will be continued under the same firm name.

#### DISAGREED.

Isaac H. Goldsmith, who claims to be a druggist but is down in the Boston Directory as a cigar manufacturer, was fined in a Boston court a few days ago for selling cigars on Sunday. He informed the court that it had been decided that tobacco and cigars were medicines. The judge said he knew of no such decision, and at any rate he didn't agree with it and so fined him \$5.00.

#### EIGHTY YEARS.

Col. Ormond F. Nims, the well-known Cambridge St. druggist, Boston, who was the organizer of the famous "Nims' Battery" in the civil war, and to whom the Senate gave the complimentary commissions of major, lieutenant-colonel and colonel, celebrated his eightieth birthday early in October. Colonel Nims, we believe, has been a subscriber to the Spatula, from its first number and we extend to him our heartiest congratulations.

#### CHUTNEY.

Chutney is an English or East Indian relish much esteemed by bon vivants. It is an expensive thing to buy, but can be made at home at small cost. A hasty mint chutney can be prepared fresh as needed, and is usually preferred in summer to the cashmere chutney. It is made in this way: Take a handful of fresh mint, a cupful of raisins, one of chillies, or the little red peppers, a half teaspoonful of salt, and two tablespoonfuls of sugar. Put these ingredients into a mortar and pound until the mixture is juicy and soft. Stir and pour into a pretty glass or china jar. No cooking is required and it will be found meats.

#### THE SPATULA.

# Hbout New England.

J. R. Whiting, of Raymond, Mass., has opened a drug store at Salem Depot.

James Jackson is continuing the O'Hair drug store at Randolph, Me.

The C. E. Brewster Co., Dover, N. H., has been succeeded by O. A. Gibbs.

Dr. H. D. Robinson, a druggist, died at his home in Gardiner, Sept. 30.

Messrs. George R. Kempl and Bert C. Royder of Franklin, N. H., have opened a drug store at Warner, N. H.

Gleason's drug store, at Brewer's corner, Quincy, is now owned by Dr. C. A. Pratt, of Milton.

Sineen & Farrell expect to open their new pharmacy in the Mellville Building, Pittsfield, about Nov. 1.

A new drug store is to be opened at the corner of Pope's Hill street and Neponset avenue, Neponset.

W. A. Robinson, for seventéen years in business at Auburn, Me., has sold his store to Oscar W. Jones.

Babcock & Teague have just opened a new drug store at Lewiston, Me., and are putting in new fixtures.

E. D. Buffington, of Worcester, Mass., is now in possession of the store formerly owned by Frank Aiken, Milbury, who recently died.

Ellis Mendell has bought the store formerly belonging to William E. Sparrow, M. D., Mattapoisett.

Louis Finney has purchased the store of Dr. Benj. Hubbard, Plymouth, Mass., and has refitted and re-stocked the same to meet the requirements of a first-class pharmacy.

H. D. Abbott, M. C. P., 1899, with his father, a carpenter in Danvers, has purchased the store of Frank Flinch on Market street, Lynn.

W. H. Walsh has sold his store in Jamaica Plain to M. J. Bowler, and has been appointed chief pharmacist at the Emergency Hospital in Boston. Mr. E. F. Varney, of T. Metcalf Co., is senior hospital steward in the volunteer service. In the Dewey parade he made a fine appearance riding with the brigade staff.

The N. K. Brown Medicine Co., of Burlington, Vt., has been incorporated, with a capital of \$20,000. The incorporators are N. K. and Frank Brown and E. P. Shaw, George C. Walker and G. H. Burrows.

Mr. H. S. Thomas long known as an energetic representative of Maltine, is now with the T. Metcalf Co., Boston. He represented them at the N. W. D. A. and Proprietors' Association at Buffalo.

The sixth annual meeting of the Vermont Pharmaceutical Association was postponed from Oct. 11 and 12 to Oct. 25 and 26, on account of the commotion throughout Vermont caused by the presence of Admiral Dewey in the State on the earlier dates.

Bert McLean, who was for many years with A. R. Bayley & Co., is to open a new drug store at the corner of Bay and Green streets, Cambridge, Mass. Horace Chase will be associated with him, and Edward Moxom, who was also formerly with Dr. Bayley, will be clerk.

The Eames drug store, at the corner of Elm and Lowell streets, Manchester, N. H., has been sold by Dr. Frederick H. Eames to the W. M. Eames Drug Company. This is one of the best known pharmacies in the city, having been conducted for many years by Alfred Perry, then by Lewis G. Tewksbury, now a Wall street operator and the owner of Robert J, and then by the Eames Brothers.

At the meeting of the Woonsocket (R. I.) Druggists' Alliance, held Sept. 27, F. A. Jackson was elected president, F. W. Arnold vice-president, and Joseph C. Ross secretary. Joseph Brown, Robert F. Linton and S. E. Batchler were appointed a committee to extend an invitation to all the local druggists to join the alliance, which is formed for the mutual benefit of those engaged in the business.

# Hbout New England.

The store of Thos. L. Parker, Deep River, Conn., has been thoroughly renovated.

Mr. C. W. Folsom, formerly of Skowhegan, Me., has purchased the Heath Drug Store at So. Berwick.

Weeks & Potter Co.'s store was among the most artistically decorated in Boston on Dewey Day.

I. H. Goldsmith is to open a new store at the corner of Washington and Dover streets, Boston.

The Westerly Drug Co. has opened a new store in the Granite City Hotel Building, Westerly, R. I. Mr. F. C. Sheldon is in charge.

S. T. Jeffers, Jr., of Roslindale, is having the interior of his store re-painted and the fixtures varnished.

Samuel B. Ross, who has conducted the West End Pharmacy in New Bedford, Me., for five years, has bought a pharmacy at Roxbury.

Dr. J. A. Greene, of Nervura cure, is prominently mentioned as a possible candidate for Congress from New Hampshire, in which State he resides.

The New England Soda Fountain Company has been incorporated with a capital of \$50,000, D. T. Lee, Leominster, Mass., is president and N. E. Metcalf of the same place, treasurer.

The Bridgeport (Conn.) Druggists' Association voted that its members should refuse to handle trading stamps in the future. Better late than never.

N. P. Tobey, an old drug clerk of Cambridge, and who has had a store at Caldwell, Lake George, N. Y., for the past two seasons, is to open a new store in Cambridge, Mass.

Thomas Doliber, of Boston, president of the Mellin's Food Company of North America, is, says the American Druggist, a member of the Church of the New Jerusalem, and takes a prominent part in its management.

J. P. Smith, of Manchester, Mass., has moved his pharmacy into the new Goetz building on Depot Square. He now looks through the largest plate glass show window in the town.

To the general satisfaction of everybody, Governor Wolcott has re-appointed Charles F. Nixon, Ph. G., to a full term as a member of the Massachusetts Board of Registration in Pharmacy.

Albert S. Wetherell, of Exeter, N. H., former president of the New Hampshire Pharmaceutical Association, went down to New York to participate in the festivities incident to the Dewey celebration. He attended the banquet to Dewey's pharmacist, Mr. Hammar.

The B. O. & C. G. Wilson Co., of Boston, wholesale drugs and medicines, has been incorporated with a capital of \$200,000. H. Carlos Wilson, Watertown, is president, and E. A. Wilson of the same city, treasurer. E. C. Stevens, of Boston, is another incorporator.

Mr. Clayton B. Kinsley, representing the E. L. Patch Co., of Boston in Maine, New Hampshire and Vermont, was married Oct. 16, to Miss Mabel Josephine Counce, of Stoneham, Mass. They will be at home Friday evenings in November.

Out of twenty-three candidates who appeared before the Mass. Board of Registration in Pharmacy for Examination, Oct. 3, only two were successful. Those were Clarence B. Emery, Westboro, Mass., and Charles T. Simpson, Boston.

H. J. James, of South Boston, was struck and killed by an electric car, Oct. 2. He was riding on a bicycle from his home to West & Jenney's on Franklin street, where he was employed, and in attempting to cross the track in front of the car he was struck and thrown.

A recent display in the window of Lewis' Washington street drug store, Boston, drew crowds of onlookers. Seated in the midst of boxes and festoons of absorbent cotton were two little pickaninnies. Their chief delight was to build up a pile of the boxes and then topple over in a heap with them. They seemed to have great fun.

# Hbout New England.

Samuel J. Smith, Fall River, agent for Baker's Boston-made chocolates and bonbons, has been obliged to enlarge his candy department owing to increasing trade, and now carries a larger line than ever.

Mr. A. G. Weeks, Jr., of the Weeks & Potter Co., Boston, has the largest collection of butterflies east of New York. His cabinets contain over 30,000 specimens. He has a man now collecting in Bolivia, sent from here on this errand alone.

Rather a cool specimen was the be-spectacled man who went into a Warren street drug store, Boston, recently, asked permission to look at the directory, and who, after passing some ten minutes closely examining it, walked off with the volume under his arm, disappearing suddenly.

The F. L. Hayden Company of Kittery, Me., is a new corporation composed of Cambridge, Mass., capitalists who wish to deal in pharmaceutical preparations. The capital stock is \$10,000. D. A. Barber is president and Willis Marby, treasurer. F. L. Hayden is the third incorporator.

The Savena Mfg. Co. was organized at Portland, Me., Sept. 30, for the purpose of making and selling all kinds of soap, soap powder and other chemicals, with \$200,000 capital stock, of which \$150 is paid in. The officers are: President, J. H. Spaulding of Cambridgeport, Mass.; Treasurer, J. H. Davis of Cambridge, Mass.

The Standard Bottling and Extract Co., of Boston, has been incorporated with a capital stock of \$20,000. The directors are: Ora A. Atkins, president and treasurer, Geo. W. Wardrop and Tobias Libby. Purpose of organization is the carrying on, at wholesale and retail, a general bottling and extract business.

The display made by Jaynes & Co., Boston, on Dewey Day, was one of the most elaborate in the city. Over a thousand electric lights

in red, white and blue showed the American colors in dazzling brilliancy at night. Flags from all their windows waved graceful salute to the hero of Manila, and a most brilliant display of fireworks capped a most interesting exhibition.

William J. Conklin, of Columbus avenue, is an insolvency petitioner. His liabilities are given in the schedule as being \$17,000. The assets are said to be not much more than one-half of this sum, being given as \$9,255. The insolvency petition is filed in the name of Conklin by Dudley McDonald, as a guardian of the petitioner. Conklin is declared to be insane.

The large frame structure owned by the Moxie Nerve Food Co., of New England, and located at Lowell, Mass., was destroyed by fire on Sept. 24, with a loss of about \$55,000. The building, which was 160 x 60 feet, was originally used as a roller skating rink, and when roller skating died out the Moxie company took possession. The Moxie company's loss is principally in stock and machinery. The entire plant, which had a capacity of 600 dozen bottles per day, was destroyed. The estimated loss is from \$40,000 to \$45,000; partially insured.

A subscription to the stock of a corporation cannot be varied by parol testimony as to a contemporaneous understanding to accept payment in property instead of money.

Specifications attempting to cover more than is actually new and useful vitiates the patent, rendering it ineffectual even to the extent to which it might have been otherwise supported.

A discoverer of a new art, process or method, is entitled to a patent of the same, and for the means he has devised to make the discovery of actual value. Other inventors may compete with him for the ways of giving effect to the discovery, but the new art he has found will belong to him and those claiming under him during the life of his patent.

#### Come Tigh.

What is the most expensive drug? A definite answer it might not be prudent to give. The reporter's search brought him to germanium, listed in the index to the preparations of one of the largest firms of manufacturing druggists in the city at \$7.00 for one and a half grains, or the pretty figure of \$2,240 an ounce. The uses of germanium the index did not give and inquiries of several druggists failed to reveal them, as did consultation of encyclopædias in English, German and French. But there was no question about the price, or of the record of the article among the preparations of the druggists. Germanium is a metal of grayish white lustre and very brittle, discovered in 1886, by Winkler, in the mineral argyrodite (which contains silver, sulphur and germanium), a sulphide of germanium and silver, found at Freiberg, Saxony. It melts at 900° C, does not tarnish in air at ordinary temperature and dissolves in aqua regia.

Among the higher-priced drugs to be found in the list which are used for medicines is carpaine at \$1.00 a grain, or \$480 an ounce at wholesale, or carpaine hydrochlorate, at the same price. Carpaine is used in cases of mitral insufficiency, and administered in doses of only a fifth or a third of a grain. What the retail price of this would be sold under prescription is matter of conjecture. The drug is sold to the retailer in fifteen-grain vials at \$15.

At the same rate comes cornutine citratewhich has the same uses as cornutine, that sells at \$14 for fifteen grains. Cornutine is in the form of a reddish mass or flesh-colored powder, obtained from ergot and by some said to be the true active principle of ergot. It is used in certain hemorrhages and for other purposes in very small doses, in some cases as low as one-twentieth of a grain a day.

Lithium, used in chronic rheumatism, is quoted at \$8.00 for fifteen grains, or \$256 an ounce. Yet lithium, classed as a soft metal, the lightest solid element, is found in sea water and in the water of most rivers and surface springs and in most mineral waters.

Homatropine, at \$6.00 for fifteen grains, is used for the same purpose as atropine. It is less toxic than atropine, and when it is used to dilate the pupil of the eye the pupil subsides more quickly than after the use of atropine. Laudanine, obtained from opium, and somewhat resembling strychnine, sells for \$9.00 for fifteen grains, and lanthanum at \$20 for fifteen grains. Laudanine is a crystalline alkaloid, sometimes colorless, sometimes pale red. Lanthanum is a rare metal, dark, of a gray lead color. Another metal, erbium, a dark gray powder, is among the drugs at \$7.50 for fifteen grains.

Methyl-strychnine is quoted at \$5.00 for fifteen grains, or \$160 an ounce; muscarine sulphate and muscarine nitrate each at \$5.50 for fifteen grains. The latter is used as an antidote to atropine and in one-thirtieth of a grain doses for diabetes. It is a nitric acid salt of an alkaloid obtained from Agaricus muscarius, a fly fungus.

Mauvine hydrobromate, an alkaloid of muawi bark, from a Mozambique tree, selling at \$4.00 for fifteen grains, or \$128 an ounce, is a yellowish white powder used as a cardiac stimulant and also as an ordeal poison.

Cannabine, an alkaloid obtained from Cannabis sativa, a fine seed, and quoted at \$320 an ounce, or \$10 for fifteen grains, is described as a hypnotic without dangerous secondary effects. This price, like all the others here given, is the wholesale price.

Methyl chloride, a gas of ethereal odor compressed to a liquid in cylinders, is sold to the retail trade at \$25 for a one-litre siphon. It is used as a local anæsthetic in cases of severe neuralgia, pruritus and spinal pains.

Oil of arnica flowers is on the list at \$30 an ounce as a remedy used externally for rheumatism, gout and injuries. "I never sold a bit of it, nor have I heard of it being called for or prescribed," said a pharmacist of forty years' experience in one of the busiest stores.

Narceine, an alkaloid obtained from opium and producing effects similar to but milder than those of morphine, comes at \$18 an ounce. It is said to be free from the disagree, able after effects of morphine. Piperazine

rarely spoken of, but entered as used for rheumatism, sells at \$4.00 for one-quarter of an ounce. Lobeline, an anti-spasmodic but a poison, sells at \$4.00 for fifteen grains, or \$128 an ounce. It is obtained from lobelia. Eserine, an antidote for strychnine and elso used in rheumatism, comes at 15 cents a grain, or \$72 an ounce. It is sold at wholesale in quantities of five grains for 75 cents.

A rather expensive drug, a good deal of which is used, is pilocarpine, an alkaloid obtained from jaborandi and used as a tonic for the hair. It sells at from 14 cents to 50 cents a grain, or from \$67 to \$240 an ounce. Aconitine, for the relief of pain, is quoted at \$8.00 per ounce; apomorphine hydrochlorate, an emetic used in cases of poisoning for the dislodging of foreign bodies in the œsophagus and as a heart depressor, at \$7.00 an ounce; atropine, a cardiac stimulant and anti-spasmodic, at \$4.50 per ounce.

While the diphtheria antitoxin sells at comparatively low prices, the tetanus (lockjaw) antitoxin, which is obtained from the blood serum of mammals, sells at \$25 for four grammes, or at the rate of nearly \$200 an ounce. It is used in injections of from two and a quarter to three and a quarter grains.

Two other metals found in the drug list come at high figures—calcium at \$10 for fifteen grains and beryllium at \$22 for fifteen grains, or \$320 and \$704 an ounce respectively. Beryllium is one of the alkaline earths produced from beryl, and is often called glucinum.—N. Y. Sun.

#### White Pine and Spruce Expectorant,

White pine bark, 5 tr. ounces—160 grains; balm of Gilead buds, 4 tr. ounces—128 grains; spikenard, 4 tr. ounces—128 grains; wild cherry bark, 3 tr. ounces—352 grains; ipecac, 256 grains; sanguirarine nitrate, 16 grains; morphine acetate, 64 grains; ammonium chloride, 1 tr. ounce—32 grains; chloroform, 1 fl. ounce—32 mm.; essence of spruce compound, 4 fl. ounces; sugar, 6 pounds; alcohol, water. Syrup, of each, a sufficient quantity to make a gallon.

Reduce the vegetable drugs to a moderately

coarse No. 40 powder, moisten the powder with a menstruum composed of I volume alcohol and 3 volumes of water, and macerate for 12 hours. Then percolate with the same menstruum until I-2 gallon of tincture has been obtained, in which dissolve the sugar, sanguinarine nitrate, morphine acetate, ammonium chloride, add the essence of spruce compound and enough syrup to make the whole measure I gallon; strain.

The essence of spruce compound is used as a flavoring agent and may be prepared as follows:

Oil of spruce, 4 fl. drams; oil of lemon, 1 fl. dram; oil of wintergreen, 1-2 fl. dram; oil of sassafras, 1-2 fl. dram; purified talcum, 1 ounce; alcohol, 20 fl. ounces; water, 12 fl. ounces.

Dissolve the oils in the alcohol, triturate the talcum with the water, add the alcoholic solution, allow the mixture to stand several days, occasionally agitating, then filter.—Era.

Sycose, the New Substitute for Cane Sugar.

Among the sugar substitutes sycose represents the latest stage in the evolution of a perfect product of this kind. It has a sweetening power 550 times greater than that of cane sugar, is odorless, and has the taste of refined cane sugar. In the manufacture of substitutes for sugar, such as saccharin, etc., a mixture results consisting of the ortho-(the sweet product) and the para-variety (an inert body), and to obtain a pure product this inert substance must be eliminated. Owing to the process employed in the manufacture of sycose, only the Ortho-variety is retained in a condition of absolute purity. The range of applicability of sycose is a very extended one. On account of its great purity and agreeable taste it is eminently suitable for medicinal purposes in diseases in which the use of sugar must be avoided, such as diabetes. In view of its low price it is also a most eligible sweetening agent for manufacturing purposes, and is highly recommended for use by confectioners, brewers, distillers, packers of fruits and canned goods, chocolate manufacturers, etc. Sycose can be obtained from the Farrenfabriken of Elberfeld Co., 40 Stone street, New York, the selling agents in America for the Bayer pharmaceutical products.



🖎 An Illustrated Monthly Publication for Druggists. 🖈

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# PHILLIPS' FOUNTAIN CHOCOLATE

Has the Flavor and Richness first-class trade demands.
Use it and keep your customer. 1-4 lb. trial sample Free.

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# TUTTLE'S CHAMPAGNE MIST •••

AT YOUR FOUNTAIN AND PLEASE
YOUR CUSTOMERS.



13 FOSTER'S WHARF, BOSTON.

This tavorite flavor draws the regular nickel in win-

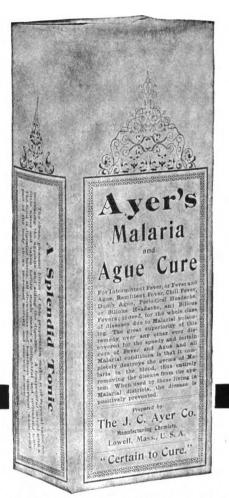


Cold weather does not stop its friends from drinking it. . .

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Therapeutically, Ayer's Malaria and Ague Cure has never been equalled. Its usefulness, however, until quite recently, has been greatly circumscribed, owing to its intense bitterness. That's why the sales have never been so large as our Sarsaparilla or Pectoral.

We have corrected the fault. Today, it is the same guaranteed cure for chills and fever, and at the same time acceptable, where before it was rejected. We are now letting the people know about this change. We are pushing it. That we may mutually reap the benefit, please place a small order with your jobber and then write us for the advertising matter that will "move it."

If you will use this coupon, our answer thereto will agreeably surprise you.

|      | J. C. AYER CO., Lowell, Mass.     | 1900                                      |
|------|-----------------------------------|---|
| W    | e have ordered of                 | (Name of Jobber.)                         |
| **** | Send us the advertising matter th | aria and Ague Cure.<br>at will "move it." |
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| (30) | )                                 |   |

For the convenience of those of our subscribers who do not care to mutilate our front corr a duplicate of this coupon will be found elsewhere in our advertising pages.

# A GARAGA (GARAGA (GARAGA GARAGA GARAG

# **Baby Comforts...**

#### ARE ALWAYS IN DEMAND

And the extensive line of these which we manufacture give entire satisfaction.

ASK YOUR JOBBER FOR

JERALDS' MAKE AND YOU'LL

"GET YOUR MONEY'S WORTH."



# JERALDS M'F'G. GO.

MANUFACTURERS OF

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27 Murray St., New York, U.S.A.



CORN CURE BOTTLES, complete, with Stained Wood Top, fine grade Camel's Hair Pencil, and 2-Dr. French Square Flint Bottle,

-AND-

No. 8.

Small Nickeled Shut-off.

NICKEL - PLATED METAL SHUT-OFFS, in two sizes, for regular and rapid flow Fountain Syringes.: : : : : : : : :





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# NO THUMP"

## TUMBLER WASHER

Will absolutely prevent thumping or hammering the water pipes. It will show customers that each glass

is washed with fresh water. You can't afford to accept any other tunbler washer as a gift, "because" Rowe's "No Thump" will pay for itself in the saving of glasses in a very short time.

In giving your order be sure that it says, Rowe's "No Thump." Also bear in mind.

# Rowe's Automatic Hot Soda Apparatus

L. L. ROWE.

24 PORTLAND STREET.

BOSTON, MASS



Pharmacists who know the value of accuracy buy

#### The Torsion Balance Scale.

Always accurate. Never varies. No knife edges. No parts that rub. Write for a Catalogue to-day.

THE SPRINGER TORSION BALANCE CO.. 92 Reade Street. New York.

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  1 oz Rhedinol II, replaces perfectly best natural Oil of Rose.

  1 oz. Hellotropine Crystals, Sachet Formula.

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  1 oz. Vaniliin "Refined," sufficient for one Galla.
- or more Strong Vanilla Extract.

  1 oz. Coumarin.sufficient for four Gallons or
- Strong Vanilla Extract.
- 1 os. Antipyrine, guaranteed C. P. 1 os. Resorcin med., Lightest and Whitest brain Quality and Safe Delivery GUARANTEED.

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